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Front cover photograph

A machine made by the Container and Packaging Machinery Division of the Engineering Group of Vickers Ltd., is shown here filling tea bags for Tetley and Company Ltd. This company exports considerable quantities of tea bags to West Germany and other Continental markets. The two final articles in the series 'Market Germany' appear on pages 783 and 785.

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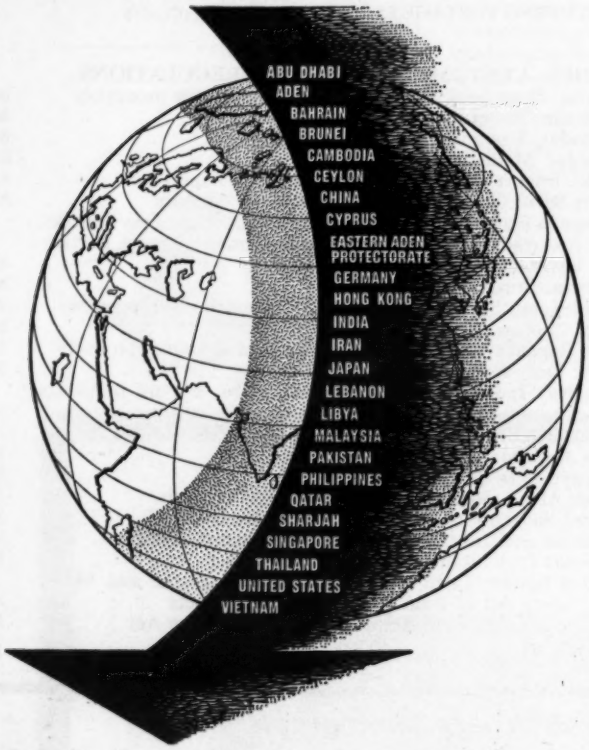

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MARKET GERMANY – 6

West Berlin – A market for British goods

by H. G. F. Harcombe, HM Vice-Consul (Commercial), British Consulate-General, Berlin

This article is the sixth and the one on page 785 is the final in a series of articles on Western Germany in anticipation of the special export promotion exercise 'Market Germany' which begins on September 30. During the exercise six British Commercial Officers from posts in Western Germany will interview some 700 British firms with the object of increasing our exports to this valuable market.

MOST PEOPLE in Britain, when they think of Berlin, think of the dividing Wall, imagine a perpetual atmosphere of crisis and confrontation with the Soviets and picture highly improbable spies endeavouring, against insurmountable odds, to come in from the cold.

In fact, West Berlin is a highly sophisticated and extremely prosperous modern industrial city, a compact consumer market of some 2¼ million people, economically wholly integrated with the German Federal Republic and enjoying one of the highest living standards in the Western world. Incomes in West Berlin rose more rapidly in 1965 than did prices: average gross hourly earnings rose by 10 per cent whereas the rise in the retail price index only amounted to 3.7 per cent. The value of retail sales rose, in 1965, by 10 per cent when compared with the previous year, and was worth some DM 6,600 million. West Berlin's gross domestic product, DM 10,000 million in 1959, rose to DM 17,700 million in 1965; wages and incomes rose over the same period from DM 8,200 million to DM 13,000 million. (Sources: Statistical Office of West Berlin; West Berlin Chamber of Industry and Trade.) These figures indicate clearly that West Berlin today is a ready and receptive market for consumer goods and that prospects for expanding the existing level of British exports to the city can only be favourable.

Currently Britain's share of the total of direct imports to West Berlin is approximately 4.5 per cent (worth DM 46,119,000 in 1965) which is about the same as her share of the market for the Federal Republic as a whole. Of course, it must be added that many British goods, especially foodstuffs and drink, find their way to West Berlin through the medium of West German importers, mainly in Hamburg and Bremen where they are cleared through customs, and it is consequently impossible to evaluate them.

The intensive tour of the United Kingdom by a team of British

A fleet of lorries carrying an important export order to a new food factory in West Berlin. These six lorries are part of a fleet of nine which have transported cake and Swiss roll ovens and a cake cooler from Antwerp, Belgium, to West Berlin for Baker Perkins (Exports) Limited, of London. The two ovens and cooler, manufactured in the Baker Perkins Limited works at Peterborough and Hebburn-on-Tyne, were loaded on to trailers in England, and these trailers travelled straight through to Berlin. Transport arrangements were in the hands of Houlder Brothers Limited, of London. Baker Perkins are supplying cake and Swiss roll plants, together with packaging machinery for a completely new factory being erected for Bellevue Feine Kuchen GmbH and Co. KG. The order was gained against strong and determined American competition.

WEST BERLIN, *continued*

Commercial Officers from Germany, under the code-name 'Market Germany', will concentrate on seven commodity groups – reproduction and fully-upholstered furniture; furnishing fabrics; selected foodstuffs; women's and girls' outerwear; hand tools, including 'do-it-yourself' articles, and garden tools; packaging machinery; and laboratory and scientific instruments.

Which of these products does Britain already sell to Berlin? What new lines could she sell to Berlin with a little more effort? And how can existing sales be developed and new sales encouraged?

The market for good quality upholstered and reproduction antique furniture is increasing in Berlin. After a very long innings, Scandinavian designs are beginning to fall out of favour with the Berlin public and British-made antique reproduction and fully upholstered furniture is increasingly being sold. This is not to suggest that the furniture shops of West Berlin are full of British furniture, but rather that the tide of popular taste is flowing towards the British product and that it is up to the furniture industry at home to sail in with the tide.

With the growing popularity of British furniture, the market for furnishing fabrics should be capable of similar expansion. A few well-known British firms have been long-established in the market, but, providing price and delivery is right, there is no reason why more firms should not gain a foothold. Opinion is divided among firms already doing business in Germany as to whether best results can be attained through local agents, either supplied direct from Britain or from a main distributor in Western Germany, or by dealing direct with department stores and specialist houses.

Two of Germany's leading food fairs are the ANUGA in Cologne and the International Green Week ('Internationale Grüne Woche') in Berlin. This year, for the first time, Britain participated officially in Berlin's Green Week. The overwhelming consensus of opinion from agents, importers and public alike was that the British exhibit was a resounding success. (See *Board of Trade Journal* February 18, page 391). Although British food manufacturers have for several years shown at Cologne, many Berlin agents were more than pleased when Britain decided to come to the Green Week. They expressed the view that whatever impact British participation at ANUGA might have on sales in Western Germany, it had relatively little effect on the volume of sales in West Berlin. The value of the Green Week as a means of introducing new food products to West Berlin and the Federal Republic as a whole cannot be too strongly stressed.

British Fashion Houses, also, have found West Berlin to be a lucrative market for women's medium-priced clothing. In particular, the former Fashion House Group of London gave highly successful shows in Berlin during the autumn and spring fashion weeks ('Berliner Durchreisen') in 1964 and 1965, respectively. Over 15 British fashion houses were represented at last April's fashion week in Berlin. By exhibiting at these fashion weeks, firms can be sure that their models will be seen not only by Berlin buyers, but also by buyers from Western Germany and Scandinavia.

Specialized Markets

Hand and garden tools, including 'Do-It-Yourself' kits and materials are other 'Market Germany' consumer goods capable of increasing their share of the Berlin market. Labour shortages, rising prices and increasingly indifferent workmanship are leading more and more Berliners to undertake a wide variety of household improvements and repairs themselves. At the Boat Show and Watersports Exhibition held in West Berlin last March a section was devoted to 'Do-It-Yourself' tools and materials – and a great success it was. Many British products already figure largely in this market, particularly small power tools, but there is room for expansion in sales of all types of 'Do-It-Yourself' items.

The market for high quality garden tools, especially shears and trowels, as well as for small frames, could be a lucrative one to British exporters. It may not be widely known in Britain that West

(*Continued on page* 787)

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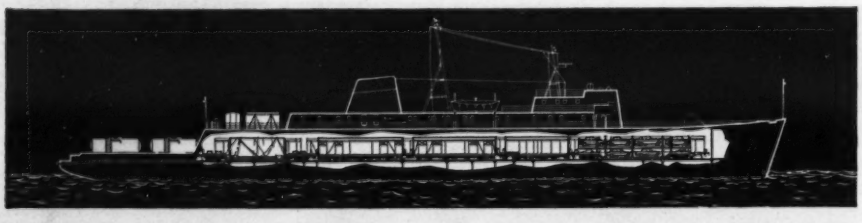

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MARKET GERMANY—7

Western Germany: Selling to Public Authorities in Germany

By D. N. Royce, Counsellor (Commercial), British Embassy, Bonn.

ON APRIL 29, 1960, the Federal Ministries of Economics, Federal Property and Foreign Affairs, issued a circular lifting 'until further notice' that provision of the Regulations for Public Contracts (*Verdingungsordnung für Leistungen* (VOL)) which laid down that foreign products should not be purchased where an equivalent product at a reasonable price was produced in Germany. The circular was issued in the context of the development of the European Economic Community but it did not discriminate in favour of members of the Community. The way was thus opened for firms of any nationality to compete for contracts to be paid for by public money.

The joint circular of the three Ministries naturally repeated that the same rules which govern public authorities in choosing German firms to supply their needs should be applied in assessing the suitability of foreign firms. A potential seller would have to show that he was technically skilled, competent to produce the goods or perform the services required and reliable. In particular in the case of foreign firms and/or foreign products it would be most important to establish that performance was guaranteed and that arrangements for the supply of spares and for maintenance were fully adequate.

Thirteen senior officials from West German public authorities and publicly-owned firms visited manufacturing plants in the north-east area of Britain earlier this year. The mission's object was to encourage purchases made by federal, provincial and local German authorities and by public corporations and publicly-owned companies. During a visit to the British Crane and Excavator Corporation Limited at Sunderland the members of the mission were given a demonstration showing the fine control of a crane when a weight of several tons was lowered to just compress a rubber ball. With Mr. J. Shearer (left), sales liaison manager of the company, in this picture are (second left to right); Bergassessor J. Abeler, Maerkische Steinkohlengewerkschaft, Heessen; Bergassessor a/DR Wawersik, Ewald Kohle AG Recklinghausen; and Bergassessor a/DH Helfritz, Emsche-Lippe Borgbau AG, Datteln. The Federal German Government has pointed out the need for all purchasing bodies to inform themselves on sources of supply in Britain, since anything they buy from Britain counts against the German commitment in the Anglo-German offset agreement.

Opportunities for 'civilian goods'

It is in the light of this general statement of the position of foreign firms in relation to procurement by public authorities that this article examines how one sells civilian goods to German public authorities and what opportunities there may be for British firms. The words 'civilian goods' were expressly chosen in the previous sentence to indicate that this article does not purport to advise on how to sell to the German defence authorities. For many British firms the offset agreement conjures up thoughts of sales of defence equipment. The broad principles enunciated here apply to selling to the Federal Ministry of Defence just as they do to all other public authorities, but such sales are a specialist field. Any firm with a potential interest should consult the Office of the Counsellor (Defence Supply) at the British Embassy in Bonn. This article is also not concerned with the provisions of the offset agreement dealing with the financing of purchases by third countries nor those concerned with the use of certain German deposits in London to stimulate additional purchases by private buyers. Some guidance about these aspects of the agreement was contained in a note in the *Export Services Bulletin* on October 5, 1965. It should be noted that, at the time of going to press, it was the information of the British authorities that all the funds available had been allocated. These aspects apart the article also considers the effect of the agreement for offsetting the foreign exchange costs of maintaining British forces in Germany described in a note in the *Board of Trade Journal* for December 17, 1965.

The first point considered is how large the total market may be and then where United Kingdom firms might find opportunities. In assessing the extent of the market, it should be said straight away that reckonable payments under the offset agreement extend beyond those made directly by governmental authorities themselves. Payments by public corporations and authorities such as the Federal Railways and the Federal Post Office are also automatically reckonable payments, as are payments by companies under private law in which any public authority has a holding of 50 per cent or more. From the commodity coverage point of view this means that there is potentially a purchaser for an enormous variety of United Kingdom-produced goods. It is, however, by no means easy to arrive at any clear assessment of the total value of the market in question nor to define with any great precision which commodities might have the best chances. Analyses undertaken in preparation for 'Market Germany' indicate that governmental authorities alone might in a year be spending upwards of DM.8,500 million a year, or roughly £760 million on procurement, but only a fraction of this could be for goods of the types with which this article is concerned. The Federal Post Office and the Federal Railway on the other hand, each have substantial budgets for the purchase of equipment related to their

functions. The publicly-owned companies include such giants as Salzgitter and the Vereinigte Industrie Unternehmungen (VIAG) with holdings in a wide variety of undertakings, particularly those concerned with the supply of public utilities. Länder and communal governmental authorities in turn own and control substantial undertakings connected with public utilities and public transport. The harbour authorities in Germany are usually publicly owned companies, as are the airport authorities. Broadly speaking, therefore, the market potential is in the field of the requirements for public administration, transport and public utilities and services. Perhaps, however, the best opportunities for British suppliers may be for scientific equipment, e.g. equipment based on electronics or connected with nuclear research and power production. The Federal Government are currently operating a limited scheme for stepping up purchases from United Kingdom firms in this sector and have, exceptionally among all Federal Ministries, increased the vote for the Ministry of Research for 1967 by DM.300 million or around 20 per cent over the current year. This field provides one of the special commodity groups for 'Market Germany': scientific equipment.

Approaches to government bodies

Faced with this multiplicity of potential customers the United Kingdom manufacturer must ask himself what he can most usefully do to test whether there is an opportunity for him here. Approaches can of course be made to the procurement authorities of any governmental body and, no doubt, suitably qualified firms would be admitted to tender lists. The addresses of the most important ones will be found in the Werner-Verlag edition of the Regulations for Public Contracts (Verdingungsordnung für Leistungen (VOL)). Approaches to publicly owned companies operating under private law could be made just as approaches are made to any other business undertaking. In the case of the post office there are two principal procurement authorities, the Postechnisches Zentralamt (PTZ), 6100 Darmstadt, Wilhelminenstrasse 1-3, which, as its name applies, is mainly concerned with equipment for the postal side of the Federal Post Office, but does also deal with vehicles. Secondly, there is the Fernmeldetechniches Zentralamt (FTZ) 6100 Darmstadt, Reinstrasse 110. The Federal Railways also have two central offices, the Bundesbahn-Zentralamt (BZA) Minden, 4950 Minden (Westfalen), Weserglacis 2, which covers steam locomotives, railway passenger and goods wagons and most general procurement, and the Bundesbahn Zentralamt (BZA) München, 8000 München 2, Arnulfstrasse 19 which deals with electric locomotives, motorized railway cars, vehicles and signal and telecommunications equipment.

A firm believing that it has a really competitive product to offer should, however, first establish proper representation in Germany. This is a virtual pre-requisite, before adequate confidence and contact can be built up with the potential buyer. The opportunities which may exist can indeed scarcely come to the notice of the principals in the United Kingdom in time unless these principals have good representatives in Germany. As an example, the VOL lays it down that the general rule for public buying shall be the open competitive tender. Calls for such tenders are to be published in reasonable time either in the *Bundesausschreibungsblatt* (Federal Government tender sheet), or the equivalent tender sheet issued by subordinate authorities. Despite the requirement that reasonable notice shall be given there is a tendency for calls for tender to be issued leaving even firms established in Germany a relatively short time in which to make their bids. The commerchial services in Germany do their best to scrutinize the tender sheets and quickly to report any calls for tender which may present opportunities for United Kingdom firms. It is, however, in the nature of things quicker and more effective if the interested firm has its own representative in Germany himself watching the tender sheets.

It is even more important for firms to be well represented if they wish not only to compete on open tender but to be taken into account where, as quite often happens, a tender list is limited or a privately-negotiated purchase is approved. The considerations governing the choice of supplier cited at the beginning of this article make it essential for any interested firms to choose representatives who can establish the right climate of confidence and who, in the end, will reward this choice with performance.

For public authorities, all the old maxims about speaking and writing in German, complying with German standards and using weights and measures to which the Germans are accustomed apply with full force. Public authorities in particular, bound as they are by regulations, will have to apply strict standards.

What the Offset Agreement means

The existence of the offset agreement does not relieve the United Kingdom exporter from complying with any of the regulations or the need for good marketing in the fullest sense of the term. The existence of the offset agreement does, however, mean that all those authorities and companies which have been mentioned in this article have been asked by the Federal Government to give due consideration to offers from United Kingdom firms. This in turn gives the British Embassy in Bonn an opportunity to bring to the attention of the federal authorities any case where a United Kingdom product may appear to have been rejected on grounds other than purely commercial ones. Whilst in principle, as has been indicated above, governmental authorities in Germany seek to be free of any prejudice in favour of German-produced goods, in practice the local man is bound to have certain built-in advantages which, if abused, could lead to competition which might be judged unfair. The existence of the offset agreement has also led the commercial services in Germany to make a fairly intensive study of the right people to go to to sell particular goods and this means that any potential United Kingdom seller may be able to receive some useful advice from the Embassy in Bonn or any of the Consulates-General.

In the context of 'Market Germany' the broad heading offset was included in the hope that this might focus attention on the potential requirements of the type of purchaser whose payments for British goods can be reckoned under the agreement. This might bring to light products which could sell but whose makers had not previously recognized that there was opportunity for them in Germany. The 'Market Germany' team cannot unfortunately supply for each of the very wide variety of commodities whose makers have shown interest in meeting them in the offset context the study in depth of the chances for their product which they hope to give to the makers of products in the seven commodity groups selected for 'Market Germany' treatment. As they are notified of firms' interests the team will seek to obtain as much information as they can and will be provided with a guide on selling to public authorities which considerably amplifies the information given in this article. It is their hope that, armed with this, they may be able to help firms to explore the possibilities in a field which has not as yet yielded many large contracts for United Kingdom firms.

Finally it is not the aim of this article to suggest that it is easy to sell to public authorities in Germany. The record, however, shows that it can be done. At this moment the fire service in Stuttgart is using a British-made mobile platform for its hoses. The city of Munich is installing a British system for electronic traffic control. Throughout the length and breadth of Germany public authorities are leasing British-made photographic reproduction and duplicating equipment. A British firm is selling man-hole covers to everyone who likes to dig holes in the road; another provides specialist vehicles for the Frontier Force. German research institutions and hospitals buy a wide selection of British scientific instruments. A product which combines novelty with pricing and which is marketed in the full modern meaning of the word *can* be sold.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6), *and not to Her Majesty's Stationery Office.*

Berlin is not merely a city of bricks and mortar; a concrete wasteland. Apart from the 19,000 acres of forest and 7,500 acres of open water in West Berlin, there are 5,200 acres of small allotments, cultivated by about 50,000 allotment holders, representing 4.4 per cent of the total area of the city. These small allotments nearly all happily pass each weekend from Easter until late October every possess their own little summerhouse, where a family will quite year. In addition to the profusion of flowers grown, very few allotments lack a fruit tree or two – usually apple, pear, cherry or plum – and nearly all allotment holders grow their own green vegetables and strawberries. With British experience behind them, the time is surely ripe for interested firms to launch a vigorous attack on this market. Sales of pre-fabricated garden houses, greenhouses, cold frames, etc., could all be developed to a far greater extent than at present.

The market in West Berlin for packaging machinery and for scientific instruments is perhaps more restricted and less receptive than that for the consumer goods already mentioned in this article. It is, however, difficult when discussing capital goods to isolate West Berlin as a market apart from the rest of Western Germany. The market for scientific and laboratory instruments probably offers better possibilities for British manufacturers than does perhaps the market for packaging machinery. In practice many of West Berlin's leading industrial concerns tend to buy their instruments and machinery as a result of visiting specialized trade fairs both in Western Germany and abroad. Educational and medical institutions supported by public funds are more likely to deal with local agents and importers. In this connection it is important to recall that many purchasers of scientific equipment made by Berlin's universities, technical colleges, clinics and so forth would fall within the provisions of the Offset Agreement. The municipality, although providing the necessary finance, does not maintain a central buying office for these purchasers. Each institution is considered to be a completely autonomous entity responsible only to itself for all purchases of equipment within the limits of its annual budget.

How can British exporters best do business with West Berlin? It would be misleadingly dangerous to try to over-simplify the answers to this question; but the first step is to appoint an agent. Newcomers to the Berlin market should not become too impatient if their agency requirements are not immediately fulfilled. Good agents, capable of handling additional agencies productively, are becoming increasingly hard to find. Here the assistance of Export Services Branch of the Board of Trade and the Commercial Section of HM Consulate-General at Berlin can be sought.

The Commercial Section of HM Consulate-General in Berlin is always at your disposal and is ready to assist you in any way it can. If you intend to visit Berlin, the Consulate-General would be glad to make appointments for you and to arrange for you to hire the services of an interpreter if required. Please call; you will be welcome. The address is: 1 Berlin 12, Uhlandstrasse 7/8, and the telephone number is 309-52-95.

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

LORD BROWN MEETS JAPANESE BUSINESSMEN

Lord Brown (centre), Minister of State, Board of Trade, chats to four Japanese businessmen representing the Tokyo Chamber of Commerce, who called on him recently. The visitors are (from the left): Mr. B. Tezuka, director of the Tokyo Chamber of Commerce and Industry; Mr. K. Inoue, chairman of the Dai-Ichi Bank; Mr. E. Honda, senior executive director of Sumitomo Shoji Company, and Mr. J. Hirakata, manager of the London Branch of the Dai-Ichi Bank.

'Exporters are vigorously attacking world markets'

—Mr. Roy Mason

'MAKE NO MISTAKE our export salesmen are attacking the world market in a vigorous manner and we look forward to a continued rise in our total exports,' said Mr. Roy Mason, Minister of State, Board of Trade, speaking at the British and Commonwealth Chamber of Commerce 50th Anniversary Banquet in Sao Paulo on September 21.

The Minister of State went on to say that those who had had cause to seek the assistance of the commercial staff of either the British Embassy in Rio or the Consul General in Sao Paulo would have realized the new emphasis being given to trade by Britain's representatives overseas. The great fund of knowledge that they had built up both of the opportunities that existed in Brazil for British exporters and of the wide range of goods and services British exporters could offer to Brazil, was freely and most willingly imparted to all that sought their help.

Continuing, Mr. Mason said: 'The Chairman of the BNEC Latin America as the Committee for Exports to Latin America is now known was in Brazil as recently as July and proposes to visit this country again before the end of the year in the course of a tour of almost all the countries of Latin America. Both Leslie Bowes the present Chairman and his predecessor Sir Berkeley Gage are well known throughout Latin America. The work that they and their committee of industrialists have been doing to make this continent better known to British exporters is of the utmost importance in our drive to increase exports to Latin America. The committee works in very close co-operation with those in the Board of Trade who are responsible for trade with this area, and performs a function which could never be fulfilled by a Government Department.

'I hope that my visit to Brazil will have aroused interest here to what Britain can offer and that it will have demonstrated our fervent hope that we may look forward to increased trade between our two countries. I shall endeavour when I return home, to convey to British exporters all that I have seen and learnt whilst in Brazil about the opportunities that exist in this country.'

Prime Minister at productivity conference

THE ONE-DAY conference on productivity convened by Mr. Harold Wilson, the Prime Minister, at Lancaster House, London, on September 27, discussed papers on investment, re-deployment of labour, and the appraisal of new technology and techniques. It was attended by members of the National Economic Development Council, chairmen of Economic Development Committees, the Confederation of British Industry, the Trades Union Congress and senior representatives of British industry.

Speaking at the conference, the Prime Minister said: 'The purpose of today's Conference and any action that may follow it is to go forward from the recognition of the importance of productivity to the practical means of achieving it, and to proceed, with maximum intensity, from national level to see that the message gets through to the areas where productivity is determined, the places where men work.'

The Prime Minister concluded by saying that the Conference could not and must not be regarded as a once-for-all operation. It was in the nature perhaps of what the Parliamentarians would call a Second Reading Debate and its real results were still to follow, through action taken at national, regional and industrial level and above all on the factory floor. 'My suggestion is that we get as far as we can today, record those points on which we find ourselves immediately in agreement, and that we entrust to the National Economic Development Council the immediate task in consultation with all those concerned in industry with working out our future course of action. For that action must embrace the activities of the EDC's, and the British Productivity Council and similar bodies, of trade associations and trade unions, and of a greater use of organizations in the private field, particularly in the consultancy field.

'It would be impossible in one brief day's discussion to attempt to lay down the pattern for our course of action but it is urgent to see that our follow-up action is well thought out and clear. And when it has been prepared we should certainly consider meeting again in three or four months' time, not later, because the problem we are discussing will not wait, to review the progress that has been made, to consider what further help and encouragement needs to be given to the organizations responsible and to see whether there is anything more in the power of this National Conference on Productivity to help overcome the most challenging – and exciting – problem with which British industry has ever been faced.'

Summaries of the papers discussed and further points from the Prime Minister's speech will be given in next week's issue.

Mr. Roy Mason tells Latin America of British achievements

SPEAKING at the Anglo Venezuelan Association's lunch in Caracas on September 26, Mr. Roy Mason, Minister of State, Board of Trade, said: 'I firmly believe that it is only by personal visits that one can get to know a country and to understand the problems facing its people. I have in recent years visited many parts of the world and have found these visits most useful in my work at the Board of Trade. This is, however, my first visit to Venezuela and indeed my first visit to Latin America. I am only sorry that pressure of work at home makes it impossible for me to spend longer in Latin America. Nevertheless, those who have planned my tour have ensured that I shall be very busy in my few days here and that I shall see as much of this country and its people as is physically possible in the time available.

It is very apparent to me from what I have seen so far and from what I have been told since I have arrived in Venezuela, that the level of industrial activity, and progress that is being made in this country at the present time is most exciting. Economic problems are being handled in a manner which can only lead to success, and we wish to secure our share of that success.'

The Minister of State said that the oil industry in Venezuela obviously played a dominant part in the economy of the country. He was interested to hear of the country's Development Plan to diversify the economy and felt confident that British firms should be able to play an important part in providing the equipment and know-how that would be needed to implement the various facets of this plan.

In 1965 Venezuela became for the first time the United Kingdom's largest Latin American supplier. Our imports were principally of oil and iron ore; both these commodities were of great importance to us and to our own industrial progress. At the same time our level of exports to Venezuela in 1965 was exceeded only by our exports to one other Latin American country. This was a very satisfying position, but he looked forward to seeing the level of trade continuing to grow to the mutual advantage of both countries. 'I hope that as a result of what I see and learn whilst in this country I shall be able to make recommendations on my return to Britain as to how this might be done', said the Minister of State.

Giving examples of British achievement, the Minister of State said: 'Britain is the world's largest exporter of electronic equipment and a major exporter of aircraft. Both are fields in which we have traded in the past with Venezuela and I hope we will increase our exports in the future. . . . Our merchant fleet is the biggest in the world and the British shipbuilding industry still builds some of the best ships in the world. We were the first country in the free world to put into effect a programme for the production of nuclear power on a commercial scale and have produced more nuclear power than the rest of the world combined. We are the inventors and the first exploiters of the Hovercraft which I feel could be of interest in some parts of this country and indeed in Latin America. Our textile machinery manufacturers consistently outsell their American competitors and I believe are doing well here. More British tractors are sold abroad than those from any other country in the world – last year over £94 million worth, and here again I understand we enjoy a dominant position in the Venezuelan market. British civil engineering firms do about £125 million worth of work overseas each year in some 75 countries. British machine tool firms increased their exports by 12 per cent last year to nearly £53 million. British-made cable and British cable ships account for most of the long distance submarine cables in the world, including Venezuela's link with the United States, recently completed by the 'Alert'. And dare I mention that Scotch whisky is drunk in ever increasing quantities throughout the world and that total sales of some £100 million are predicted for this year.'

The Minister concluded: 'Britain is on the move and so far this year our exports are 5½ per cent higher than last year. I think that what I have said justifies the claim I made earlier that British firms are in a good position to satisfy, on competitive terms, Venezuela's import needs for the development of her economy. Already we are important trading partners. In 1965 Venezuela became for the first time Britain's largest Latin American supplier. At the same time our exports to Venezuela were exceeded in 1965 only by those to one other Latin American country with a much bigger population, and in the first six months of this year were the highest of the lot. But I want to see an even higher level of trade, in accordance with our historical tradition. Too often we tend to think of Anglo-Venezuelan co-operation beginning and ending on the battlefield of Carabobo. This did establish our bond of friendship, and because of the link that was then forged your nation gave the British armed forces the privilege to march through the streets of Caracas with fixed bayonets. We also have a long tradition of co-operation in commercial matters. And I like to feel that Britain has played its modest part in the development of this country – what with building of railways to link Caracas and Valencia with with the coast (now replaced I know by superb modern highways) the administration of the Port of La Guaira, the early days of the telephone company, and so on. Right down to modern days with the supply of tractors for Venezuelan agriculture, modern equipment for the armed forces and the civil air lines, sugar machinery, electrical equipment and whatever you like to mention. You name it, we have it. Looking to the future, more and more British businessmen are coming out here to explore possibilities. I for my part hope to learn in my time here those areas in which our manufacturers and exporters could play a bigger part, and when I return home I will press them to come out even more and see this country for themselves, so that they can know by personal experience those fields in which they can increase their exports – to the benefit of both countries. I hope that my visit here will have helped to arouse interest in what Britain has to offer. If you want to know where to buy goods from Britain please do not hesitate to ask our embassy. It is their job to put Venezuelan buyers in touch with suppliers from Britain. Our embassies and consulates are more than ever before being geared to assist our export drive. On the other side of the coin I have already learnt a lot about the opportunities that exist here and am sure that I shall learn more. I shall work hard to convince British exporters of them when I return home.'

Commonwealth Finance Ministers' meeting, Montreal

A MEETING OF Commonwealth Finance Ministers was held at Montreal on September 21-22, 1966, under the chairmanship of the Minister of Finance to Canada, Mr. Mitchell Sharp. The following is the text of the communiqué:

Jamaica was represented by the Acting Prime Minister and Minister of Finance, Australia by the Treasurer, Britain by the Chancellor of the Exchequer, and Ceylon, Cyprus, the Gambia, Guyana, India, Kenya, Malawi, New Zealand, Pakistan, Sierra Leone, Singapore, Tanzania, Trinidad and Tobago and Uganda by their Ministers of Finance. Malta was represented by the Minister of Justice and Parliamentary Affairs and Malaysia by its Ambassador to the United States and Minister without Portfolio. Ghana was represented by a member of the National Liberation Council and Nigeria by the head of its Federal Ministry of Finance. The Premier and Minister of Finance of Mauritius, the Deputy Prime Minister of Bechuanaland and the Financial Secretary of Hong Kong also took part in the discussions.

Ministers reviewed broad developments in the world economic situation. They emphasized that a steady expansion of markets will depend on the achievement and maintenance of satisfactory rates of economic growth in the world. They agreed that there is need to avoid inflationary pressures in the achievement of these objectives but that measures taken to counter these pressures should be so selected as to minimize any consequential damage to other countries' economies. They noted the substantial rate of economic growth maintained in recent years by most industrialized countries and the prospect that economic output in these countries as a group would continue to expand at the same annual rate of approximately 5 per cent. Concern was expressed at the continuing slow rate of economic growth in the developing countries which had fallen short of the targets of the United National Development Decade. The share of developing countries in world trade had fallen, and net capital flows had levelled off. Export prices of several important primary commodities had continued to decline over the past year. Ministers agreed that it was desirable to work out international arrangements for stabilizing prices at equitable and remunerative levels for commodities that are of special interest to Commonwealth countries. The damage that can be done by unilaterally determined stockpile operations and by subsidized sales of surplus production was noted.

The meeting looked forward to the prospects of the second United Nations Conference on Trade and Development and agreed that Commonwealth countries should co-ordinate action wherever possible so as to lead to constructive and concrete results at this conference.

Ministers reviewed the balance of payments prospects of the sterling area and reached the conclusion that both the United Kingdom and the sterling area as a whole are likely to move into balance of payments surplus in 1967. As a result of the economic policies being followed throughout the sterling area, coupled with the recent developments in international co-operation, Ministers confidently look forward to a steady strengthening of sterling. This will be to the mutual benefit of the sterling area as a whole and will assist the maintenance of a high level of world trade.

Recent developments in international discussions on the problems of international liquidity and matters related to the improvement of the monetary system were considered. There was agreement on the need for immediate contingency planning to provide additional liquidity when required, and to reform the international monetary system to make it more responsive to the needs of both industrialized and developing countries. It was noted that measures for improving the international monetary system were receiving increased consideration. Members agreed that progress was urgently needed in the year ahead so that agreement could be reached on arrangments for the provision of international liquidity which would satisfy the proper requirements of all countries on a uniform basis. Ministers agreed that the International Monetary Fund should play a key role in any new arrangements, and that all of its members should be represented in the discussions up to monetary reform.

Ministers recognized that the satisfactory working of the international monetary system requires appropriate domestic policies on the part of all countries, and that this obligation rests as firmly on those countries which are in surplus as on those which are in deficit.

Ministers noted with concern the difficulties which developing members of the Commonwealth were facing in obtaining the foreign exchange needed to finance their development plans and programmes and to maintain adequate levels of imports. The tendency for the export receipts of developing countries to increase at a relatively slow rate, combined with the rapid rise in debt service charges had kept foreign earnings available for development and other essential purposes at a low level.

Ministers noted that while ability of developing countries to use external financing effectively had continued to increase, the net availability to them of such financing had tended to remain static at the levels reached in 1961 despite the great increase in total production of advanced countries, and despite the increasing assistance provided by some developed countries. They stressed the importance of adjusting the terms on which development financing is made available so as to avoid placing an excessive debt servicing burden on the balance of payments position of individual capital importing countries.

Ministers welcomed the measures that had been taken to expand the amount and improve the quality of assistance to developing countries, in particular the establishment of regional Development Banks. Ministers welcomed the initiative of the President of the World Bank for replenishment of the resources of the International Development Association at a high level, and expressed the hope that an early and constructive decision would be possible on the level of resources which would be made available to the Association.

Ministers welcomed the fact that proposals for Commonwealth initiatives in assisting developing countries through supplementary technical assistance programmes submitted by the Secretary-General to the meeting of Commonwealth heads of Government, in response to the desire expressed by them in recent years for a suitable programme, would soon be examined at a meeting of Commonwealth senior officials concerned with aid administration and development planning.

A report on the Special Commonwealth African Assistance Plan for the year 1965 was reviewed. Ministers noted the progress made in the operation of the plan for the economic development of Commonwealth countries in Africa.

Ministers agreed on the need for an internationally concerted approach to avert a serious world food shortage, and that Commonwealth countries should take such action as was possible towards this end.

Ministers expressed their appreciation for the generous hospitality of the Government of Canada in providing host facilities for the meeting.

Ministers gratefully accepted the invitation of the Government of Trinidad and Tobago to hold their next meeting in Port-of-Spain.

New copyright order

THE COPYRIGHT (International Conventions) (Amendment No. 2) Order 1966 was recently made under the Copyright Act 1956 to take account of the adherence of Kenya to the Universal Copyright Convention. Copies of the Order (S.I. 1966/1185) may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 5d. or 8d. by post.)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the **Board of Trade Journal.**

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Applications for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
28.42	Rubidium carbonate	1758
29.02	*m*-Chlorotoluene	1303
29.14	Methyl *p*-toluate	6705
29.23	D-Glucosamine hydrochloride	2698
29.43	D-Arabinose	1188
29.43	L-Arabinose	5300
29.43	Methyl *a*-D-glucoside	6019

Imports of refined sugar

THE BOARD OF TRADE have announced in Notice to Importers No. 1161 dated September 24, 1966, that the simplified licensing arrangements for imports of refined sugar, announced in Notice to Importers No. 1144 of March 12, 1966 (see *Board of Trade Journal* dated March 18, 1966, page 594) are being continued on the same basis for the next six months. The validity of open individual licences (prefixed 'AS') is hereby extended from September 30, 1966, to March 31, 1967. (Licence documents should *not* be returned to the Board for amendment.)

These licences continue to serve also to clear any Negotiated Price Quota sugar which polarizes at more than 98 degrees and are valid for imports from all sources except Southern Rhodesia.

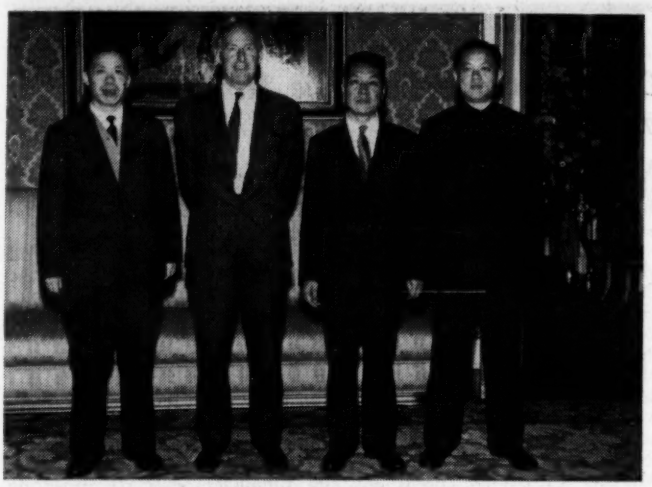
Licence-holders should continue to make regular monthly returns to the Board of Trade of quantities imported under their licences, by country of origin.

Imports of coffee

THE BOARD OF TRADE have announced in Notice to Importers No. 1162 dated September 24, 1966, that the validity of all open individual licences issued for the import of coffee (i.e. in series prefixed 'COF/1' for consignments from countries participating in the International Coffee Agreement and 'COF/2' for consignments from countries not participating) is hereby extended from September 30, 1966, to September 30, 1967. (In the case of 'COF/2' licences, however, this is subject to paragraph 2 below). No endorsement of licence documents is necessary, and they should *not* be returned to the Board of Trade for amendment.

The International Coffee Council have decided to implement Article 45(3) of the International Coffee Agreement as soon as possible after October 1, but in any event not later than January 1, 1967. Article 45(3) requires members of the Agreement to restrict imports of coffee from non-member countries, and this will necessitate the revocation of all open individual licences bearing the prefix 'COF/2' from the date on which the United Kingdom implements this Article. Before this occurs, however, details of the new arrangements will be published in a further Notice to Importers.

CHINESE GUESTS OF BOARD OF TRADE



Lord Brown (second left), Minister of State, Board of Trade, was host at a recent reception given by the Board of Trade at Lancaster House in honour of the Chinese Machinery and Instruments Corporations. With Lord Brown are Mr. Cheng Chi-hsein (first left), Deputy Director of the China National Instruments Import Export Corporation; Mr. Chai Hou-jen, Deputy Director, China National Machinery Import Export Corporation; and Mr. Huang Wen-chun (second right), Chinese Commercial Secretary in London.

ECGD guarantees £5 million knitting machinery contract for Russia

THE EXPORT CREDITS Guarantee Department signed on September 21 a financial guarantee covering the financing of knitting machinery for Technopromimport, USSR, to a value of £5 million. This is the third financial guarantee covering business with USSR that ECGD have signed within the past fortnight.

The machinery is to be supplied by Bentley Engineering Group Ltd. of Leicester. The loan is for nearly £4 million and is being made available by Lloyds Bank Ltd. This brings the total of financial guarantees for USSR to eight with a total loan value of £46 million covering contracts worth £57 million.

Official Receiver Appointments

THE BOARD OF TRADE announce that Mr. Malcolm Clark has been appointed an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Canterbury, Rochester and Maidstone.

The Board of Trade announce that the appointment of Mr. Ian MacFarlane as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Canterbury, Rochester and Maidstone has been revoked.

These changes take effect from October 3, 1966, following the regrading of the Assistant Official Receiver post.

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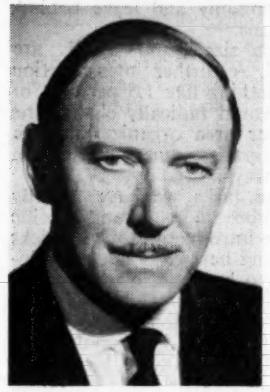
New President of the CBI



MR. A. J. STEPHEN BROWN, deputy chairman of the £26-million Stone-Platt Industries group, and also of Chloride Electrical Storage Co. Ltd., was elected President of the Confederation of British Industry on September 21.

Mr. Brown was appointed to the board of J. Stone & Co. Ltd. in 1945, was made managing director of J. Stone & Co. (Deptford) Ltd. on formation and chairman in 1956. He was elected a divisional director of Stone-Platt Industries Ltd. on its formation in 1958, and was appointed joint managing director of J. Stone & Co. (Holdings) Ltd., a year later becoming chairman of that company. He was made a deputy chairman of Stone-Platt Industries Ltd. last year.

Mr. Brown was one of the original members of the Export Council for Europe, and, prior to his election as Deputy President of the CBI last year, he was President of the Engineering Employers' Federation.

'British trade with United States up 27 per cent'

—Lord Watkinson

'THE BRITISH businessman in America is better serviced and has more advice available to him than ever before', said Lord Watkinson, chairman of BNEC United States, in Chicago on September 21, where he was the main speaker at a special lunch given by the British-American Chamber of Commerce in connection with their Annual General Meeting. He paid tribute to the immense amount of trade promotional work done up and down the United States by British Consuls and their staffs, as well as the British-American Chambers of Commerce. His own committee had the same aim.

'The reward of all this outstanding effort is a 27 per cent increase in British exports to the United States, over a comparable period last year, by any standards a very fine achievement', said Lord Watkinson, and then pointed out that this increase was not accounted for by consumer goods such as whisky or clothing, but topping the list of increases were products such as aircraft, motor cars, and electrical goods. 'I only mention this to show that Britain is perhaps not quite so inefficient and decadent as some commentators have recently maintained.' What was required now, Lord Watkinson felt, was an increase in the number of British businessmen willing to come themselves to the United States in order to market their products. Lord Watkinson concluded by saying, 'Vietnam can leave you in no doubt that we still live in a world where our ideals have to be fought for. We in Britain understand this very well. Britain and the United States will no doubt have to face many other battles of one kind or another for our ideals in the months and years to come. I believe that we are more likely to succeed in our aims if we approach them from the basis of ever closer friendship and understanding. I am sure that the work of your chamber or of my committee, although primarily aimed at closer commercial ties, nonetheless makes an important contribution in the broadest sphere of closer understanding between our two peoples.'

Lord Watkinson, chairman of BNEC United States and group managing director of Schweppes Ltd., is in America to assess progress in the British export drive. He has visited the British Trade Centre in New York and on September 20 was guest of honour at a lunch given in the Plaza Hotel, New York, by Gimbel's Store and the British-American Chamber of Commerce to mark the success of Gimbel's Stores' British Fortnight. Lord Watkinson has been having discussions with British officials concerning future trade promotion plans in the United States and on September 22, attended a special meeting of the British Export Marketing Advisory Committee in New York to consider the committee's report on the activities of competitors with British exports in the United States market.

New Chairman for the BNEC

Mr. Pritchard

LORD MCFADZEAN has announced his resignation as chairman of the British National Export Council as from October 31, 1966. Mr. Douglas Jay, MP, President of the Board of Trade, has appointed Mr. Derek W. Pritchard as Lord McFadzean's successor. Mr. Pritchard's appointment will continue to the end of the council's present triennium on December 31, 1967. Lord McFadzean will become president of the British National Export Council and will undertake specific assignments on the council's behalf from time to time.

Lord McFadzean was born in 1903 and educated at Stranraer Academy and High School and Glasgow University. He qualified as a chartered accountant in 1927 and joined British Insulated Cables Ltd. as an accountant in 1932. He is at present chairman of British Insulated Callender's Cables Ltd. and a director of the Midland Bank. He was president of the Federation of British Industries from 1959 to 1961, a member of the Board of Trade Advisory Council on Middle East Trade from 1958 to 1960 and chairman of the Export Council for Europe from its inception in 1960 till 1964. He has been chairman of the British National Export Council since its formation in July, 1964.

Mr. Derek W. Pritchard was born in 1910 and was educated at Clifton College, after which he took over the family business in Manchester. During the war, he reached the rank of Colonel as Director of Radar Procurement with the Combined Chiefs of Staff in Washington. On demobilization he joined the board of E. K.

(*Continued on next page*)

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NEW BNEC CHAIRMAN, *continued*

Cole Ltd. and in 1949 joined Ind Coope Ltd. as managing director of Grants of St. James' Ltd. He has been a vice-chairman of Allied Breweries Ltd. and chairman of Skol Ltd. since 1963. He holds a number of other directorships in Britain, France, Canada and the West Indies.

Mr. Pritchard has been a deputy chairman of the British National Export Council since March 1965. He is chairman of the council's Overseas Promotion Committee and presided over the committee which looked into the role of British Non-Official Trade Organizations abroad.

The President of the Board of Trade, Mr. Douglas Jay, has sent the following letter to Lord McFadzean:

'Thank you very much for your letter of September 14 in which you tender your resignation as chairman of the British National Export Council.

'In accepting your resignation I should like to take the opportunity to thank you most warmly, on behalf of Her Majesty's Government, for the many years of tireless work which you have devoted first to the heavy task of establishing and leading the Export Council for Europe and later to the same task on a world-wide scale. In all this you have both given an inspiring example to British industry which has undoubtedly shown itself to be more and more export minded as the months have gone by.

'A great deal of the credit for what we have achieved belongs to the work of your council and to you personally. I am very glad that by the wish of your colleagues – which I wholeheartedly share and formally endorse – you are to accept appointment as president of the BNEC, a capacity in which your counsels will still be available to us.'

British National Export Council Report

IN HIS first report to the British National Export Council (BNEC) Lord McFadzean, chairman, states: 'Experience has shown that our initial terms of reference need no alteration, our objectives in brief being to keep the overall export effort under constant review: ensure that the right effort is being made in the right place at the right time: achieve maximum practical co-ordination of national endeavour; and generally, by all means in our power, assist in increasing British exports to the markets of the world.

'The organization started from scratch but with the great advantage of having three area organizations in existence on which to build, namely the well established Export Councils for Europe, the Middle East and the Western Hemisphere. The last, covering such a large and diverse area, was converted with great advantage into the four Export Committees for Canada, United States, the Caribbean and Latin America respectively.

'Recruitment to the council proved an easy task. Government departments concerned and our sponsoring organizations nominated key men. Today there are some 200 British businessmen from a wide variety of interests all over Britain giving fully and freely of their time in BNEC and its area organizations which now cover most of the world.

'This voluntary help is one of the main pillars on which the whole BNEC organization is built and on its retention and the maintenance of its enthusiasm the future success of BNEC will largely depend. Our second pillar is the co-operation we receive from government departments at home and our Diplomatic Missions overseas, our sponsors, industry, and indeed all concerned with exporting, for we are essentially a national co-operative organization, neither a government nor an industrial body, but a challenging combination of both. I believe we have by evolution achieved the right structure although it is still, and probably always will be, capable of further improvement in implementation. BNEC as the central body is responsible for making major policy decisions, co-ordinating our overall effort and rendering most economically common services to our area organizations. The latter in turn have maximum autonomy to implement policy and to take or promote all the necessary action in their respective areas according to their widely differing requirements. The part they play is vital.

'But whatever we have achieved is only a start. The simple facts are that as a country we have been living beyond our means and have the problems not only of correcting our balance of payments position but of earning a surplus to redeem at least some of our recent heavy international borrowing.

'Admittedly factors other than exports, such as government expenditure at home and overseas and a much more realistic down-to-earth use of our still great purchasing power, demand urgent action. But, encouraging as the most recent performance of our exports has been, a further increase is surely necessary to help us return most quickly to an expanding economy and leave behind, let us hope for ever, our present restrictions.

'So many companies, large, medium-sized and small, are doing a splendid job in the export field. A further intensification of effort involving a switch of only something like 1.5 per cent of our gross domestic product to exports would radically change the whole economic picture. BNEC and our area organizations are convinced this can be achieved, and it is certainly our determination to try to play our full part in three main ways.

'Firstly, by energetically pursuing the tasks we have already undertaken; developing them more and more on sound and specific lines. It is by these means and not by the introduction of gimmicks that we shall succeed. Secondly, by tackling new tasks and prominent amongst these we see a big job still to be done in what might broadly be called public relations – a subject to which we have been devoting increasing attention in recent months. So many people can and want to help here. The challenge is to co-ordinate the effort for the most effective impact. And thirdly, by restless thinking on how to remove impediments to exports and introduce new and practical ways of increasing them.

'But the final result will, of course, depend on the action by government and industry in particular. By government – in providing, commensurate with their international obligations, the maximum practical help and high priority which should be given to exporters. By industry – in having the tools, the management and the partnership of employees, all so essential to compete successfully in the tough competitive international markets of today.

'In contemplating our future we are immensely encouraged not only by the strong support recently expressed by government and our sponsors for the continuing life of BNEC but also by the tangible help given by so many. In response to the appeal made last year to a restricted number of companies and with the splendid help of so many institutions in the City of London, some £336,000 was received with assurances in many cases for continued contributions for the remaining two years of our present triennium. (This, of course, takes no account of the time spent and expenses privately borne by our members.) Government contribute a similar sum in addition to grants for certain special projects which we administer for the Board of Trade.

'But is is not only financial support we need, but support in practical action. By ourselves we can achieve little. In an ever-growing co-operation in tackling this national challenge of exports we can, I am confident, together achieve so much in spite of all the difficulties that lie ahead.'

Lord McFadzean's report to the British National Export Council covers the work of the 12 area committees, inward and outward missions, invisible exports and the Denman Committee.

BNEC statement on Indonesia as a future market

THE FOLLOWING statement was made on September 21 by Mr. Michael Montague, chairman of BNEC Asia:

'My committee have considered the reports of the various meetings held during the visit to the United Kingdom of the Sultan of Jogjakarta, and the Ministers of Finance, Commerce, and Basic and Light Industries, as guests of HM Government.

'We are of the opinion that the time is ripe for manufacturers to investigate opportunities in the Indonesian market, which potential is one of Asia's richest. Although Indonesia is now entering a phase of economic convalescence, plans are already being implemented for the importing of quantities of raw material, spare parts and capital equipment for her export and other industries. Not only is there evidence of limited immediate opportunities but, what is more important, the establishment of contact now will enable industry to ultimately gain the benefit of the resumption of Indonesia's economic development programme from 1970.'

New address for BNEC Councils

THE BRITISH National Export Council announce that from October 1, 1966, the new address for the following councils and committees: British National Export Council, BNEC Export Council for Europe, BNEC Latin America, BNEC Australia, BNEC Africa, BNEC Asia, BNEC Caribbean, BNEC New Zealand, BNEC Israel, and European Components Service, will be 6-14 Dean Farrar Street, London, S.W.1. (Tel. (01) 930 3121).

BNEC Africa executive secretary visits Kenya

MR. J. B. DAVIES, executive secretary of the British National Export Council Africa Committee, together with Mr. J. Alcock, a director of an agricultural equipment manufacturing company, left on September 23 for the Kenya Agricultural Show in Nairobi.

It is the intention of BNEC Africa to sponsor a British Agricultural Machinery, Equipment and Livestock Sales Mission to Kenya and to other countries in East Africa in early 1967, and the object of the visit is to contact as many farmers, government agricultural planners, agricultural research centres as possible, with a view to obtaining the maximum information on the types of equipment which are required and the various agricultural development schemes which are going forward. The information so obtained will be produced in report form for the prospective members of the proposed mission on the return of Messrs. Alcock and Davies.

Australia secretary to visit Australia

MR. EDMUND HALL, secretary of the Australia Committee of the British National Export Council, leaves for Australia on October 3 for a six-week visit to all capital cities. Mr. Hall was last there in August 1965, in company with Sir Charles Wheeler, then chairman of the committee, who was succeeded in the chair by Mr. Peter Aitken, deputy chairman of Stone-Platt Industries Ltd., and a founder member of the Australia Committee.

The main purpose of Mr. Hall's visit is to assess the entire field of British trade promotion in Australia to help the committee to plan its programme of future promotional activity. Three British trade missions will be busy in Australia while he is there and several important exhibitions are taking place. Mr. Hall plans to have extensive talks with trade commissioners, information officers, chambers of commerce officers, exhibition organizers, the Australian British Trade Association, Australian Federal & State Government officials, businessmen and the press.

Mr. Douglas Jay, President of the Board of Trade, who is currently making his first (three-week) visit to Australia, met members of the Australia Committee just before his own departure for Sydney on September 17.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Scottish trade mission to United States

A THIRTY-STRONG Scottish Trade Mission will leave for the United States on October 29. During a three-week visit that will take members to many different cities, it is hoped to boost Scotland's current total of £100 million ($280 million) sales per year to North America.

The party will be led by Lord Clydesmuir, chairman of the Scottish Council (Development and Industry). For the first two weeks, the mission will be based in Chicago and the final week will be spent in New York. The visit will not be confined to these areas, however, and, in the second week, many individuals and small groups will be striking out to Atlanta, Boston, Cleveland, Dallas, Detroit, Houston, Las Vegas, Los Angeles, Milwaukee, Minneapolis, Philadelphia, Pittsburgh, San Francisco, Seattle and Washington DC.

The products which members of the mission are offering include textiles, woollen fabrics, cranes, pumps, pottery, suede kid, industrial glassware, fish, fork-lift trucks, door furniture, photographic frames, press tools, tartans, pipework, preserves, nailing machines, plastic extrusion machines, packaging machinery, clothing, knitwear, laboratory chemicals, and sewage treatment plant.

Successful Scottish mission

A SELLING MISSION from the Glasgow Chamber of Commerce, headed by its president, Mr. C. A. Oakley, has recently spent a week in Baden-Wuerttemberg, and its members report that they have been able to effect very encouraging links with potential German buyers and, in some cases, concrete orders have already been booked. Firm agency and distributorship arrangements have also been made in some cases. The preliminary arrangements for the tour were made by the British Consulate-General in Stuttgart.

The members of the mission split up after their arrival on September 11, and went travelling through Baden-Wurttemberg and even further afield to visit customers for their products, the latter ranging from accessories for textile machines to biscuits and marmalade. While the businessmen were negotiating with customers, the leader and deputy leader of the mission were busy on a round of visits to local firms, industrial plants and the Chambers of Commerce in Stuttgart, Karlsruhe and Mannheim. They also paid an official call on Dr. Klett, the Lord Mayor of Stuttgart.

Whilst in Stuttgart, Mr. Oakley acted as host at a luncheon to which the president of the Stuttgart Chamber and his staff were

(*Continued on next page*)

Members of the Glasgow selling mission to Germany meet Dr. A. Klett, Lord Mayor of Stuttgart. From left to right: Mr. R. S. McCulloch, deputy secretary, Glasgow Chamber of Commerce; Mr. R. P. Heppell, HM Consul-General, Stuttgart; Mr. C. A. Oakley, president, Glasgow Chamber of Commerce; Dr. A. Klett.

SUCCESSFUL SCOTTISH MISSION, *continued*

invited, and the Stuttgart Chamber, in its turn, organized a dinner in honour of Mr. Oakley and the mission. The visit ended with a reception given by Mr. Oakley on the evening of September 16, at which Herr von Ostermann, vice-president of the Chamber of Industry and Commerce in Stuttgart, wished the mission every success in its efforts to extend Anglo-German trade relations. Mr. Oakley, in his farewell address, told the guests that his mission was really a pioneering venture to develop interest in South-west Germany, an area which, it was sometimes said, the British businessman tended to neglect. Mr. Oakley went on to say that the work of all missions such as his own should be followed up and he fully expected another visit to be paid to Stuttgart within a year. No doubt some of the Glasgow visitors who had been members of his mission would come again. He was confident, however, that the news of the success of the mission would encourage others to do likewise and that an even greater variety of industries would be represented. The visit was covered by the local radio and television networks and was extensively reported in the German press.

Mission to Latin America

A MISSION FROM the Steel Works Plant Association is attending the Latin American Iron and Steel Institute Conference which began in Bogota on September 26.

The mission, led by Mr. W. H. Mather, chairman of the Steel Works Plant Association, includes Sir Charles Goodeve, the director of the Iron and Steel Research Association, representatives from the Board of Trade, the steel industry and merchant banking, and is being partly financed by the BNEC.

The purpose of the mission is primarily to attend the annual conference in Bogota, and during the course of its stay in Colombia it is to be received by the President of the Republic.

After a very full programme in Colombia the party will then fly to the Argentine, where they will be received by the President, and will have meetings with leading industrialists.

At the conclusion of their stay in the Argentine, representatives of the companies will then be paying individual visits to a number of other countries in Latin America.

London Chamber goodwill visit to Czechoslovakia

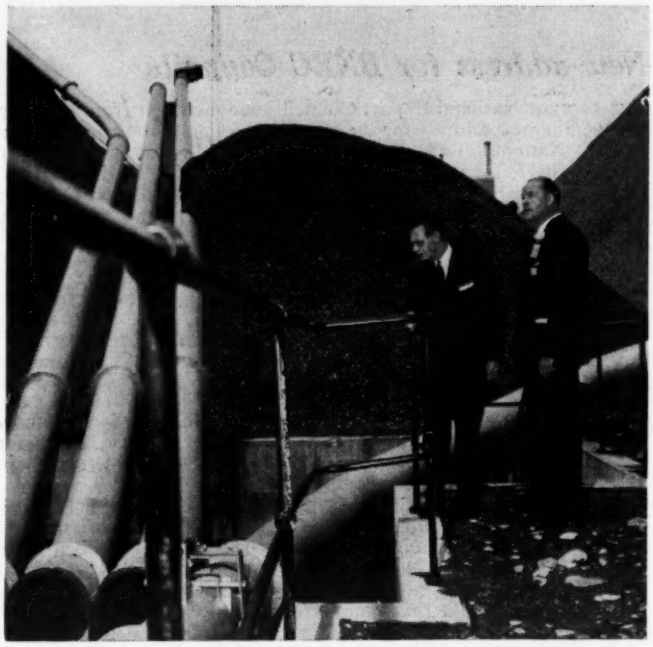
THE LONDON Chamber of Commerce announce that Lord Erroll of Hale is to lead a distinguished delegation from the London Chamber of Commerce to Czechoslovakia next month. The visit from October 7 to 11 will be made at the invitation of the Czechoslovak Chamber of Commerce to further strengthen trade relations between the two countries through top level talks and meetings.

The other members of the delegation will be: Sir Frank Kearton, chairman of Courtaulds Ltd.; Mr. Alexander Ross, chairman of United Dominions Trust Ltd.; Sir Donald Stokes, deputy chairman and managing director of the Leyland Motor Corporation Ltd.; Sir Charles Wheeler, chairman of Associated Electrical Industries International Ltd.; and Mr. A. R. B. Hore, head of the Overseas Department of the London Chamber of Commerce.

During their stay the delegation will be having discussions with senior Czech ministers, including two deputy Prime Ministers, Mr. O. Cernik, who is head of the State Planning Commission, and Mr. Josef Krejci, who is responsible for heavy industry in Czechoslovakia. The delegation also expect to meet Mr. J. Hamouz, Minister of Foreign Trade, and the ministers responsible for the chemical industry, Mr. V. Vales, and for the State Technical Committee, Dr. F. Vlasak.

The visit, which was discussed when Mr. Cernik was in London in July, is intended to demonstrate at the highest level Britain's continuing interest in trade with Czechoslovakia in both directions. Among the subjects for discussion will be the question of closer technical co-operation in the industrial field.

Lord Erroll, when President of the Board of Trade was, in 1963, the first British cabinet minister to visit Czechoslovakia since the war.



Mr. William Ross (left) Secretary of State for Scotland, touring the Scottish Pulp and Paper Mills with Mr. Merrik Baggallay, general manager of the mills, on September 15, when the mills were officially opened by Mr. Leslie Farrow, honorary president of the Wiggins Teape Group. The mills are the largest industrial development in the Highlands of Scotland since the war.

Two new factories for Northern Ireland

ONE OF AMERICA'S largest manufacturers of radio, television and computer components, Globe-Union Incorporated, Milwaukee, Wisconsin, has opened their first European factory in Northern Ireland. The British subsidiary is called Centralab Ltd., and in an 18,000 sq. ft. factory built by the Northern Ireland Ministry of Commerce, it will produce ceramic capacitors and thick film integrated circuits.

The Molins Machine Company Ltd., of Deptford, London, one of the world's largest manufacturers of tobacco machinery, is to take a 50,000 sq. ft. Ministry of Commerce built factory on the Maydown Industrial Estate, Co. Londonderry.

Maydown is the United Kingdom's most integrated industrial estate, with its own port and power station, and Molins will join Du Ponts, British Oxygen and other firms there. The estate also has a labour training school, which was a factor in the firm's choice of Maydown.

£7 million cable factory at Wrexham

LAST MARCH British Insulated Callender's Cables Limited announced forward plans for the building of a new factory for the manufacture of low voltage mains cables in a Development Area, indicating either North Wales or South-west Lancashire as probable locations. The BICC Board has now decided to proceed with the new factory on the Wrexham Industrial Trading Estate, Denbighshire. The total cost of the project will be approximately £7 million. Site work will commence in November 1966 and the factory will start production in May 1968.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Visits by British Overseas Commercial Representatives during October to December 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months:

DENMARK (Copenhagen)	G. C. Tout, M.B.E.	First Secretary (Commercial)	November (2 weeks only)	In present post since 1965.
IRAN (Tehran)	S. M. Black	First Secretary (Commercial)	October/November	In present post since 1964.
JAPAN (Tokyo)	E. C. Penson, M.B.E.	Second Secretary (Commercial)	December/January (provisional)	In present post since 1949.
NETHERLANDS (The Hague)	G. A. Fletcher	First Secretary (Commercial)	November	In present post since 1964.
PAKISTAN (Karachi)	P. J. Cole	Commercial Officer	November	In present post since 1964.
TRINIDAD (Port of Spain)	J. H. Walsh	First Secretary (Commercial)	October/November	In present post since 1963.
TRUCIAL STATES (Abu Dhabi)	G. S. Burton	Commercial Officer (Part-time)	November (London only)	In present post since 1964.

British firms and organizations (including those in the Board of Trade Eastern Region and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered, and the appropriate Office for Northern Ireland, were listed on page 692 of the *Board of Trade Journal* of September 16, 1966). Those firms and organizations other than in the Eastern Region and the London and South-eastern Region, which would either prefer, or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	August 5, 1966	
922,254	Krüger, Cornelius Johan and anr.	Method, etc., for producing holes in metallic members.
930,122	Philco Corporation	Electric signal responsive apparatus.
930,232	Philco Corporation	Laundry apparatus.
934,820	Philco Corporation	Manufacture of electrical components.
936,066	Chemische Werke Witten G.m.b.H.	Recovery process.
951,527	Chemische Werke Witten G.m.b.H.	Preparation of mixed alkylaralky esters of phtalic acid.
967,891	Gevaert Photo-Producten N.V.	Production of surface-coated papers using brightening agents.
967,892	Gevaert Photo-Producten N.V.	Production of surface-coated papers using brightening agents.
970,865	Philco Corporation	Electrical capacitors.
1,002,809	Philco Corporation	Devices for modulating electro-magnetic wave energy.
	August 9, 1966	
935,847	Electro-Hydraulics Ltd.	Locks for fluid operated jacks.
959,449	Gevaert Photo-Producten N.V.	Apparatus for stretching thermo-plastic films with beaded edges.
962,705	Chinoin Gyogyszer-es Vegyeszeti Termekek Gyara R.T.	Preparation of neomycin.
983,264	Société Rateau	Thrust plate mounting assembly and the like.
1,009,170	Société Bertin et Cie.	Devices for augmenting the momentum of a flow of fluid.
	August 17, 1966	
751,356	Forster, Joseph and anr.	Automatically-operated disinfectant etc. spraying devices.
846,385	Coal Industry (Patents) Limited	Liquid infusion apparatus.
878,641	Forster, Joseph	Automatic delay-action device.
889,125	The Distillers Co. Ltd.	High melting point polymers.
937,155	Gevaert Photo-Producten N.V.	Marking of X-ray films.
939,110	Fiat S.p.A.	Motor vehicle cabin provided with slidable doors.
949,878	Dennis Bros. Ltd.	Vehicle having fluid-operable equipment.
972,161	Fiat S.p.A.	Static converter device.
975,460	The Distillers Co. Ltd.	Phosphonated titanoxane polymers.
978,666	The Distillers Co. Ltd.	Ferrioxane-siloxane polymers.
985,115	Gevaert Photo-Producten N.V.	Photographic silver halide material.
1,016,821	The Distillers Co. Ltd.	Metallo-phosphonoxane polymers.
1,017,532	The Board of the Rubber Research Institute of Malaya	Preservation of natural rubber latex.
	August 18, 1966	
1,022,211	Gevaert Photo-Producten N.V.	Methine dyes.
	August 19, 1966	
867,058	Société Bertin & Cie.	Device for the supply of energy to apparatus comprising a pneumatic circuit.
883,782	Agfa A.G.	Composite sheet material for electro-photography.
883,785	Agfa A.G.	Composite sheet material for electro-photography.
883,786	Agfa A.G.	Composite sheet material for electro-photography.
883,787	Agfa A.G.	Composite sheet material for electro-photography.
883,788	Agfa A.G.	Composite sheet material for electro-photography.
883,789	Agfa A.G.	Composite sheet material for electro-photography.
957,964	Baensch, Ulrich trading as Tropenhaus Dr. rer. nat. Baensch	Device for automatically feeding food for caged birds and poultry.
	August 22, 1966	
783,553	Bailey, R. L.	Improvements in or relating to ear clips.
801,730	Cathala, Marie Edouard Joseph.	Extraction of chlorine from gaseous mixture.
820,261	The British Rubber Producers Research Association	Rubber derivatives and manufacture thereof.
820,262	The British Rubber Producers Research Association	Rubber derivatives and manufacture thereof.
883,790	Agfa A.G.	Composite sheet materials for electro-photography.
939,350	The British Rubber Producers Research Association	Rubber derivatives and manufacture thereof.
1,023,577	Adey, J. E.	Speed electric motor assembly.
	August 25, 1966	
805,854	Agfa A.G.	Production of several positives from one negative by the silver salt diffusion process.
910,288	Agfa A.G.	Production of several positives from one negative by the silver salt diffusion process.
927,418	Richard, Paul Pierre	Transmitting a driving movement to track-laying tractors.
926,927	Richard, Paul Pierre	Transmitting a driving movement to track-laying tractors.
	August 31, 1966	
907,033	Rosenfeld, Elisar Borisovitch and ors.	Viewing tube for cystoscope.
907,034	Rosenfeld, Elisar Borisovitch and ors.	Viewing tube for cystoscope.
916,169	Clemente, Ramon	Containers.
993,180	Gevaert Photo-Producten N.V.	Starch derivatives.
1,004,701	Établissements, Henry Potez.	Heat exchangers.
	September 5, 1966	
765,369	American Optical Co.	Surfacing machines for lenses, etc.
811,162	Coal Industry (Patents) Ltd.	Treatment, etc., of the phenolic content of a phenolic waste liquor.
838,557	General Aniline & Film Corporation	2-mercaptooxazolines as developer retarders.
861,500	Osaka Kinzoku Kogyo Co. Ltd. and anr.	Fluoro-phenarsazines and antifouling paints containing them.
990,224	Coal Industry (Patents) Ltd.	Apparatus for determining density, etc.
	September 7, 1966	
843,616	Sperry Rand Corporation	Electromagnetic wave conductors.
938,155	S.p.A. Eldo	Dish-washing machines.
984,427	Sperry Rand Corporation	Electron discharge devices.

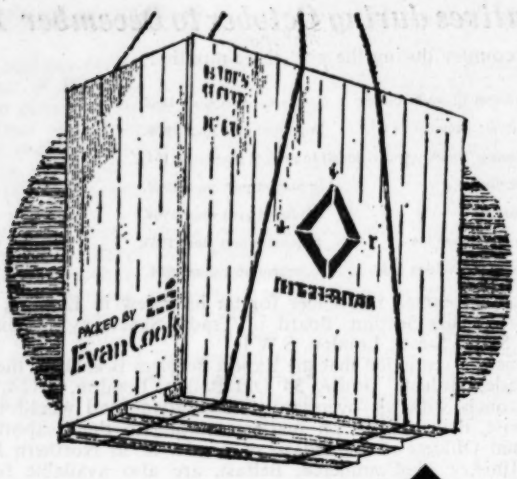
Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

NOTICE IS HEREBY GIVEN that under Section 36 of The Patents Act, 1949 the Endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on the date stated.

NUMBER	GRANTEES	SUBJECT-MATTER
	September 7, 1966	
821,516	Sheldon, A.	Pictures, etc., composed of juxtaposed separate shaped portions.

The Patent Office,
London, W.C.2.

GORDON GRANT,
Comptroller.



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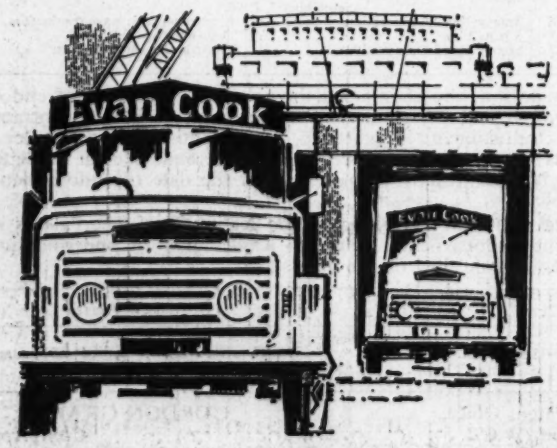

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

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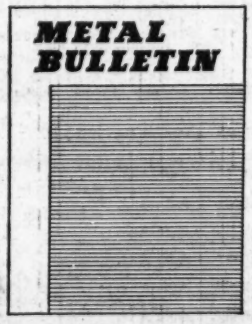

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New Books

Development Planning in Ireland, by Loraine Donaldson. (156 pages. Pall Mall Press, for Praeger, £4 10s.). The Irish Republic's first programme for economic expansion was published in November 1958. This study analyses the achievement of industrialization goals during the first six years of planning, with particular reference to the planning machinery set up to achieve economic performance in line with plan objectives. It is based upon information obtained at first hand by the author in the course of interviews with government departments and agencies and other informed sources, and by questionnaire – based on interviews with many Irish firms – in addition to published and unpublished documentary sources. The book includes a profile of the Irish economy and an outline of the provisions of the first and second programmes for economic expansion. An account of governmental machinery for influencing investment, important factors influencing new investment, and an analysis of the use of subsidies in the Irish economy are also provided. There is a bibliography of sources used, but no index is provided. The volume is a further addition to the series of *Praeger Special Studies in International Economics and Development.*

South Hampshire Study: Supplementary Volumes 1 and 2, prepared by Colin Buchanan and Partners in association with Economic Consultants Ltd. (Volume 1, 318 pages; volume 2, 173 pages. Each volume costs £3 10s., by post £3 10s. 3d.. and £3 10s. respectively, from HMSO and Government bookshops). These supplementary volumes to the *South Hampshire Study,* reviewed in the *Board of Trade Journal* August 19, 1966, contain a number of papers which examine a particular aspect of urban expansion in South Hampshire in greater depth than was possible in the report. Volume 1 *The Area, Its People and Activities* is made up of papers dealing in great detail with the following subject: population, employment, education, public utilities, shopping, recreation and open space, the Port of Southampton and the South Hampshire airports. Volume 2 *Methods and Policies* contains three papers only: an approach to urban structure, housing and the New Forest. It is possible to read each volume in isolation both from each other and from the report. Both volumes contain numerous supporting tables, diagrams and maps.

Hungary, Austria and Poland. Report of a Delegation from Leicester and County Chamber of Commerce, May 25-June 5, 1966. (6 pages. Leicester and County Chamber of Commerce, 3 Granby Street, Leicester. 5s.). This document gives a brief account of the delegation's general impressions of the available markets for hosiery and knitwear goods, and to a lesser extent engineering goods, in these countries. Notes are given on methods of trading, difficulties that might arise, likely purchasing power, etc. The stay in Austria appears to have been particularly successful and the chamber of commerce is considering organizing a larger and more representative exhibition of Leicester's products.

Census 1961, England and Wales: Migration Tables. General Register Office. (388 pages. Price 67s., by post 70s., from HMSO and Government bookshops). The 1961 census was the first in which questions on migration were asked. People in the 10 per cent of private households which completed the longer questionnaire were first asked whether they lived at the same address at the time of the census as they did 12 months earlier. People who had changed their address were asked where they had moved from; and people who had not moved were asked how long they had lived at the same address. The first few tables in the volume classify people who had not moved in the year before the census. As well as showing how long they had lived at their census residence, they classify them according to their job, the industry in which they worked, their socio-economic group, their age and by whether they were members of families or not. The remaining tables are generally restricted to migrants, that is people who had changed their residence during the 12 months before the census date. The principal table shows the number of migrants moving into each local authority area, and the number leaving each area for other areas within England and Wales. (No information is available about people who left England and Wales during the period). For the more popular moves within England and Wales both the origin (area of residence a year before the census) and destination (area of residence at census time) are shown. Later tables show the economic characteristics of the migrants (such as their occupation, industry and socio-economic group), whether they moved as individuals or as members of families, the distance moved, and some information about whole households which moved. Some figures about migration have already been published in the *Migration National Summary Tables* leaflets, but are repeated in this comprehensive volume. **Greater London Tables** (84 pages. Price 15s. 6d., by post 16s. 3d.), gives the 1961 census figures for Greater London and for the new London Boroughs which came into being on April 1, 1965, under the provisions of the London Government Act 1963. The figures given in this volume are a selection of the tables which appeared in the original series of *County Reports,* and which related to the areas as they existed on the census date. The subjects covered here include population, sex, age and marital condition; birthplace and nationality; housing and households; household arrangements; non-private households and private households containing old people.

Distributive Trades Conference 1966. A Report of Proceedings by the Distributive Trades Economic Development Committee. (38 pages. Free from the Secretary, Economic Development Committee for the Distributive Trades, National Economic Development Office, Millbank Tower, 21/41 Millbank, London, S.W.1.) This first conference arranged by the EDC was held from May 8 to 10, 1966. The purposes were firstly to provide individual traders and management and employee organisations of the distributive trades with an opportunity to meet members of the EDC; and secondly to strengthen the committee's direct contacts with delegates. The Chancellor announced his intention to introduce the selective employment tax five days before the conference, and it was decided to include a discussion on it. A large part of the report is taken up by reports of the eight working groups' discussions which covered investment, the role of trade organisations, wholesaler/retailer co-operation, goods handling, recruitment and training, hours, new retail techniques and consumer attitudes.

Dealing on the London Metal Exchange. (109 pages. M. C. Brackenbury & Company, Finwell House, 26 Finsbury Square, London, E.C.2. 80s.) The London Metal Exchange has been in existence for 84 years and this publication explains the advantage of dealing on the exchange and the methods of trading, mainly for those firms who could use the facilities with benefit but have little knowledge of its functions. The intricacies of contangos, backwardations, straddles, and options are explored in chapters on futures trading, hedging operations, and options. Also, for the reader's convenience, the Contract Rules of the London Metal Exchange are reproduced. The exchange deals in non-ferrous metals and data is presented in tabular and graphical form on prices, production and consumption of copper, tin, lead and zinc.

You're Welcome! An introduction to Northern Ireland as a place to make a home, by Jean Bowden. (40 pages. Northern Ireland Ministry of Commerce. Available free from the Northern Ireland Ministry of Commerce Representative, 13 Regent Street, London, S.W.1.) A study 'for wives and families accompanying husbands to Northern Ireland, there to make a home'.

Other publications

INVESTMENT IN THE COMMUNITY COALMINING AND IRON AND STEEL INDUSTRIES. Summary Report on the Investment Surveys 1956-1965. 76 pages. European Coal and Steel Community High Authority. 14s. 6d.

TRINIDAD AND TOBAGO TRADE DIRECTORY 1966, 2nd Edition, including Classified Trade Index. 88 pages. Diplomatic Press and Publishing Co., 13 Cotswold Gardens, London, N.W.2. 20s.

THE MINISTRY of Labour announce that the second annual report of the Wool Industry Training Board has been published. The Report and Statement of Accounts for the year ended March 31, 1966, HC 132, is available from HMSO and government bookshops.

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INDUSTRIAL FILM CATALOGUE

The 1964-65 *edition of the Central Office of Information industrial catalogue* Films for Industry *contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films.* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4*s. post free.*

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10 tons Scrap Cable; 8,000 yards Unused Cable; 3 tons Scrap Batteries; 1 ton G.M. and Brass Scrap; 18 Scrap Lorries, etc.

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HAMILTON September, 1966. Tel.: Hamilton 23063

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Oct. 13-14	**Vehicles and miscellaneous stores**	**Ordnance Disposals Depot, Bowhouse, Hurlford, by Kilmarnock, Ayrshire.**	**Dixon & Wallace (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).**

Vehicles: Morris 'Mini Minor' and 1,000 saloons; Hillman 'Husky' estate cars; Ford 'Popular,' 'Zephyr,' 'Anglia' and 'Consul' saloons; Land Rovers; Commer, Bedford, Thames, Austin trucks; Austin 'Champs'; Bedford 'Utilecons; Morris and Bedford ambulances; Fordson Sulzur fire pumps; Matchless, Velocette and BSA motor cycles; Ransomes & Rapier cranes.

Miscellaneous stores. Binoculars and telescopes; electrical equipment; pocket and stop watches; machine tools; steel lockers and racking; photographic equipment; batteries; old rubber, leather, mixed rags, canvas, webbing, etc.; rope 3 in. by 100 ft. (200 coils).

Oct. 18	**Miscellaneous stores, including:**	**Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, 2, Yorks. (Tel. Leeds 20898).**

Tangye hydraulic lifting jacks; machine tools; electric motors; Lister industrial tractors; battery charging sets; used tyres; steel pallets; generators; tool kits; motor vehicle spares; clothing and textiles; electrical equipment; electric drills; and a large assortment of general stores.

Oct. 21	**Miscellaneous stores, including:**	**Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. Colchester 73171).**

Machine tools; air compressors; pneumatic hand drills; generating sets; charging sets with tools and spares; pneumatic grinders; gravity rollers; footwear and clothing; Newton 'Hydratruck' mechanical lifter; lifting blocks and tackle; ratchet jacks (12-ton lift); 10 ft. iron shod levers; and a large assortment of general stores.

Oct. 25	**Miscellaneous stores, including:**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. Bicester 2073).**

Plant and equipment; binoculars and telescopes; electric motors; motor transport spares; stencil letter plates; footwear repair equipment; protective clothing; generators; copper tubing; kitchenware; block and tackle recovery equipment; photographic equipment; clothing and textiles; electronic valves; used tyres; Birlec vertical furnace.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal orders only).

SALE BY TENDER

Jameson Profile Planing Machine

Comprising 5-part base and three main columns: swivel-beam assembly containing double-action tool slide; 90° tilting and sliding trunnion-mounted tables; 40 h.p. Ward Leonard set with 25 h.p. DC motor; hydraulic tracer control; control console.

Location: Ministry of Defence (AD), Ordnance Storage Depot, Harrogate Road, Yeadon, Nr. Leeds, Yorks.

Applications for Tender Forms should be sent to Ministry of Defence (AD), Sales 4 b ii, Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. October 25, 1966. Permission to view on presentation of Tender Form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Oct. 4	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneers. View days: Day preceding and morning of sale.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	138	138	123	+319	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 22	+22	+14
1963	118	119	135	130	119	103	132	104	144	145	132	+177	+113	+29	+55
1964	125	128	144	139	123	106	155	117	170	184	151	+513	+335	+72	+47
1965	128	132	152	147	125	108	160	127	168	189	157	+311	+201	+19	+57
1964 4th quarter	126	130	147	143	125	107	160	124	177	189	156	+108	+ 76	+30	+15
1965 1st quarter	128	132	150	146	127	108	162	131	168	191	158	+ 61	+ 28	—10	+12
2nd quarter	127	131	151	145	123	107	159	122	172	184	159	+ 95	+ 82	— 5	+ 7
3rd quarter	127	132	153	148	124	108	158	128	160	189	155	+117	+ 73	+21	+20
4th quarter	129	133	155	151	126	109	161	128	170	193	157	+ 38	+ 18	+13	+18
1966 1st quarter	130	133	162	155	130	110	162	130	165	183	165	+ 82	+ 42	N/C	+17
2nd quarter		133				110		121•	165•				— 11•	—22•	+28
1966 February		132				109									
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134•				110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964 4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965 1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966 1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279		159	153	— 42
2nd quarter	161	127•	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter								322•	253•				
1966 February	165	120	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123•	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127•	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127•	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160•	123•	137·0	+3·5	116·7•	133·6•	169·7	305	268		165	151	
August			137·8	+3·8	114·2•	133·7•	169·8	318	255		164	163	
September								344•	235•				

• Provisional. † Not seasonally adjusted.

Index of industrial production for July

THE PROVISIONAL index of production for July 1966, prepared by the Central Statistical Office is 134 (seasonally adjusted).

For the three months May to July 1966 it is provisionally estimated that production as a whole was 0.6 per cent lower than in the preceding three months, February to April 1966, and for manufacturing industries alone the decrease was 1.0 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elswhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	129	123
Unadjusted:														
1965 1st quarter	136	98	136	117	111	126	162	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	160	147	162	134	141	74	140	127
3rd quarter	123	81	125	119	113	131	152	137	155	121	134	72	111	109
4th quarter	137	95	139	125	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	137	89	140	120	116	128	167	146	170	142	156	73	139	128
2nd quarter	134	90	137	126	116	144	165	152	166	137	149	73	139	120
1966 May	135	96	139	127	119	142	165	156	166	138	149	72	141	122
June	134	87	139	131	119	151	168	150	170	140	155	74	137	119
July (prov.)	124	78	126	120	111	137	159	147	161	128	150	73	111	98
Seasonally adjusted:														
1965 1st quarter	132	95	133	122	113	137	157	140	160	132	144	74	128	127
2nd quarter	131	91	133	119	112	130	157	146	159	131	141	75	131	124
3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	134	122
1966 1st quarter	133	88	137	125	118	139	162	145	165	138	152	72	134	123
2nd quarter	133	88	135	122	115	136	162	151	163	135	149	73	131	117
1966 Feb.	132	87	136	124	117	136	160	138	163	136	148	72	134	125
Mar.	135	89	138	126	118	141	166	150	168	139	154	72	137	121
Apr.	134	87	136	121	113	137	159	148	161	137	151	72	134	117
May	133	88	135	122	116	132	164	155	166	135	149	72	129	119
June	132	89	134	123	116	138	162	151	163	132	146	74	129	115
July (prov.)	134	86	137	122	116	134	164	147	167	138	156	75	130	114
Feb.-Apr. (av.)	134	88	137	124	116	138	162	145	164	137	151	72	135	121
May-July (av.) (prov.)	133	88	135	122	116	135	163	151	165	135	150	74	129	116

	Manufacturing industries (continued)													Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
Unadjusted:															
1965 1st quarter	141	141	141	124	121	108	132	152	158	143	125	146	141	137	172
2nd quarter	138	138	138	119	117	102	126	153	164	137	129	143	144	138	128
3rd quarter	122	122	121	115	111	94	126	146	155	131	126	130	137	138	117
4th quarter	134	134	134	126	124	109	134	151	155	147	129	148	155	139	164
1966 1st quarter	135	134	138	127	123	111	137	152	154	146	119	153	149	133	177
2nd quarter	131	131	132	122	121	101	127	151	157	142	121	151	155	139	136
1966 May	133	134	131	123	123	100	127	153	160	143	127	153	156		132
June	128	126	136	120	120	105	124	152	160	139	122	149	160		120
July (prov.)	111	109	117	111	107	93	123			137	119	123			113
Seasonally adjusted:															
1965 1st quarter	135	135	136	120	117	102	127	153	160	142	134	140	140	138	144
2nd quarter	135	134	135	121	118	102	129	150	159	137	129	141	141	137	141
3rd quarter	134	134	131	122	119	103	129	150	158	137	125	142	144	138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151	139	151
1966 1st quarter	129	128	134	122	119	105	132	152	157	146	126	147	154	134	149
2nd quarter	127	127	129	123	122	101	130	148	153	142	121	149	113	138	150
1966 Feb.	131	130	133	122	119	106	130	149	153	143	124	146	155		147
Mar.	128	126	137	125	122	104	134	155	159	148	131	150	154		145
Apr.	129	129	130	124	123	104	128	150	154	143	121	151	153		158
May	127	126	132	124	123	100	130	150	154	145	128	146	154		145
June	126	125	127	123	120	100	131	145	151	137	113	149	151		146
July (prov.)	127	125	134	124	122	103	133			134	123	151			144
Feb.-Apr. (av.)	129	128	133	123	121	105	131	152*	157*	145	125	149	154*		150
May-July (av.) (prov.)	127	125	131	123	122	101	131	148*	153*	139	121	149	153*		145

*Latest available three months (April-June) and previous three months (January-March).

Orders, deliveries, production and exports in the engineering industries in July

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With the preliminary estimates for July showing an increase in new ordering, new home orders in the three months ending July on a seasonally adjusted basis were 8 per cent higher, but new export orders were still 8 per cent lower than in the previous three months. Making the same three monthly comparison home and export deliveries were each 1 per cent higher than in the previous three months. With the high rate of deliveries in July both home and export orders on hand were 1 per cent lower than at the end of June and 3 per cent and 4 per cent respectively lower than at the end of last year.

More detailed statistics of the value of deliveries of certain mechanical and electrical engineering products for the second quarter of the year are shown in Table 4. Compared with a year earlier, increased deliveries were recorded for most industries, the most notable being in the industrial plant and fabricated steelworks group and in the electrical engineering sector, for generating equipment and rotating electrical machines, switchgear and control gear and insulated wires and cables.

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	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
1965 August	145	144	147	167	167	167	
September	143	142	147	166	166	166	
October	147	143	154	166	166	168	
November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
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February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156*	..	..	161*	161*	162*	
Average:							
Latest 3 months shown	150	145	156				
Previous 3 months shown	151	147	159				
Percentage change (5)	—1	—2	—2	—2	—1	—4	

* Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
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1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
1965 August	145	144	147	167	167	167	
September	143	142	147	166	166	166	
October	147	143	154	166	166	168	
November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156*	..	..	161*	161*	162*	
Average:							
Latest 3 months shown	150	145	156				
Previous 3 months shown	151	147	159				
Percentage change (5)	—1	—2	—2	—2	—1	—4	

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ORDERS IN THE ENGINEERING INDUSTRIES, *continued*

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against June are the averages of the seasonally adjusted figures for May, June and July.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of (period	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
1965 August	166	140	145	164	141	142	170	137	152
September	165	147	142	163	146	139	170	151	144
October	165	147	147	164	145	148	170	152	146
November	165	152	144	164	151	145	171	155	140
December	165	148	148	164	148	147	170	148	151
1966 January	165	149	152	163	147	153	171	154	149
February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	144	142	160	148	141	165	133	145
July*	160	..	160	159	..	160	163	..	161
Average:									
Latest 3 months		144	150		148	149		133	152
Previous 3 months		139	149		138	148		144	151
Percentage change (4)	—2	+3	+1	—1	+8	+1	—3	—8	+1

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	139	147	161	142	146	163	129	148
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April	163	127	140	161	126	139	168	128	145
May	163	145	146	161	148	146	166	134	146
June	161	144	154	161	150	154	163	124	153
July*	160	136	147	159	135	147	162	139	148

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

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ORDERS IN THE ENGINEERING INDUSTRIES, *continued*

Table 4: Deliveries of certain mechanical and electrical engineering products (a)

£ million

	1963	1964	1965	1965				1966	
				1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter*	2nd quarter*
Machinery other than electrical:									
Agricultural machinery	59·2	65·8	58·8	16·2	16·1	14·3	12·3	15·2	14·8
Metal-working machine tools and welding machinery	130·8	141·0	158·5	40·8	39·3	37·8	40·6	43·2	39·2
Engineers' small tools and gauges	68·5	79·6	88·2	22·5	22·1	20·9	22·7	23·4	23·5
Industrial engines	87·1	109·5	113·0	25·9	23·1	28·2	40·8	29·7	31·5
Textile machinery and accessories	89·0	99·8	104·2	26·0	25·6	24·4	28·3	28·5	28·1
Contractors' plant and quarrying machinery	121·7	145·9	154·4	39·7	42·5	35·8	36·5	37·3	38·1
Mechanical handling equipment	102·6	110·3	118·3	28·6	27·4	29·7	32·5	34·1	32·2
Office machinery	84·9	92·2	79·6	22·7	21·5	16·7	18·7	18·1	20·4
Mining machinery	52·8	56·3	54·9	14·2	14·4	12·9	13·4	12·3	15·6
Refrigerating machinery	46·9	51·5	55·3	14·6	17·9	12·8	10·0	14·8	16·6
Space-heating, ventilating and air-conditioning equipment	57·4	66·5	71·0	16·6	16·7	17·8	19·9	19·5	17·4
Pumps and industrial valves	99·6	112·9	124·1	31·0	30·4	29·1	33·5	34·1	34·0
Air and gas compressors and exhausters	31·9	36·2	42·3	10·6	9·6	10·6	11·5	10·7	10·4
Food and drink machinery	40·9	47·7	46·7	11·3	11·1	11·6	12·6	10·6	10·6
Packaging machinery	24·0	24·3	23·7	5·6	5·7	5·5	6·9	5·7	6·6
Steel and non-ferrous metal rolling mills and ancillary equipment	24·6	23·8	24·3	8·7	5·0	3·8	6·8	7·0	6·6
Other machinery except electrical machinery	249·1	270·7	300·0	75·3	76·0	68·5	80·2	79·4	75·8
Industrial plant and fabricated steelwork:									
Water tube boilers	59·3	63·1	81·2	18·4	20·4	20·6	21·7	21·2	20·4
Shell boilers and boilerhouse plant	30·9	32·6	36·3	8·5	8·8	9·2	9·8	11·4	11·9
Chemical plant	53·4	53·7	86·4	17·4	20·1	25·3	23·5	28·6	32·4
Iron, steel and non-ferrous metal works plant other than rolling mills	29·3	37·6	34·3	9·7	7·9	9·0	7·8	8·9	7·3
Other industrial plant and fabricated steelwork	154·4	170·3	186·4	48·2	45·4	45·0	47·8	61·5	51·7
Electrical machinery:									
Generating equipment and rotating electrical machines	135·9	138·5	147·0	35·5	34·7	33·0	43·8	37·2	40·0
Transformers for lighting, heating and power	54·6	64·5	65·7	16·5	15·8	14·7	18·7	16·0	15·1
Switchgear and control gear	137·3	155·9	172·9	43·8	42·3	40·1	46·8	48·7	48·9
Other electrical machinery	21·4	26·7	26·9	6·3	5·9	6·9	7·9	8·3	6·9
Insulated wires and cables	159·7	183·8	220·5	51·5	53·6	52·7	62·7	66·3	65·7
Other electrical goods (except radio, telecommunications and other electronic apparatus):									
Domestic electrical appliances	165·1	165·8	152·4	37·1	34·9	34·8	45·6	36·4	36·8
Electrical equipment for motor vehicles, cycles and aircraft	76·7	86·3	85·2	21·3	23·5	18·8	21·5	22·2	21·9
Primary batteries	17·4	18·8	19·9	4·8	4·4	5·0	5·8	4·9	5·1
Secondary batteries (accumulators)	29·6	34·8	37·2	8·9	8·4	8·9	11·0	7·6	9·3
Electric lamps	26·3	30·2	32·5	8·3	7·6	7·0	9·6	9·1	8·0
Other electrical goods	96·0	111·2	127·6	30·7	30·7	30·0	36·2	34·7	33·0
Sub-contract sales and components not included above	273·5	312·8	335·2	83·6	83·3	80·0	88·2	88·8	89·8
Amount charged for work done on customers' materials and repair work	76·7	83·4	88·0	21·4	21·0	22·6	23·0	23·4	24·5

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Excluding deliveries by the smallest firms estimated at about 2 per cent of the total.
In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.
* Provisional.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Machine tools orders and deliveries – July 1966

THE MINISTRY OF TECHNOLOGY report that in July 1966 total deliveries of Machine Tools were valued at £11.2 million and net new orders at just under £13 million. Orders outstanding at the end of the month amounted to £108.8 million.

Home Market:

Home deliveries at £8.8 million, seasonally adjusted, were close to the average for the first half of the year, but net new orders at £8.2 million, seasonally adjusted, fell back again after the improvement in June. Home orders outstanding rose by almost £1 million to £78.3 million but this was due solely to the operation of seasonal factors and was much less than the rise of £6 million in July last year. At current rates of delivery this represents about 8 months' work.

Export:

Export deliveries, at just over £3 million, seasonally adjusted, were slightly above the low level of the previous 9 months. Export net new orders, at £3.7 million, seasonally adjusted, also showed signs of recovery, so that orders outstanding rose at £30.5 million to the highest level for over a year. They represented about 11 months' work.

Note:

The seasonally adjusted net new orders and orders outstanding for 1966 have been recalculated by a method more suitable to current fluctuations.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1965 1st quarter	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter*	34,767	7,684	27,084	107,072	29,557	77,515	36,933	8,973	27,961
3rd quarter									
4th quarter									
1965 January	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April*	10,314	2,140	8,174	107,235	29,617	77,618	12,643	3,488	9,155
May*	11,726	2,702	9,023	106,645	30,028	76,617	11,136	3,114	8,022
June*	12,728	2,842	9,886	107,072	29,557	77,515	13,155	2,371	10,784
July*	11,242	2,751	8,491	108,806	30,491	78,315	12,976	3,685	9,292
August									
September									
October									
November									
December									
January-July 1965	81,980	25,602	56,378	102,737	29,961	72,776	96,935	25,614	71,320
January-July 1966*	83,885	19,499	64,386	108,806	30,491	78,315	88,496	21,129	67,367
Percentage change	+2	—24	+14	+6	+2	+8	—9	—18	—6

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constitutent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December, 1964, and January, 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2. Metal working machine tools orders and deliveries: Seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,289	40,704	100,585	105,832	28,803	77,029	159,335	40,045	119,290
1965 1st quarter	34,153	10,444	23,709	92,712	30,165	62,547	39,079	11,147	27,932
2nd quarter	35,002	11,796	23,206	96,576	29,831	66,745	38,867	11,462	27,405
3rd quarter	35,244	9,903	25,340	102,791	28,844	73,947	41,459	8,917	32,542
4th quarter	36,890	8,561	28,329	105,832	28,803	77,029	39,931	8,520	31,411
1966 1st quarter	34,833	8,206	26,626	107,308	29,367	77,941	36,308	8,770	27,538
2nd quarter*	36,063	8,111	27,952	108,517	29,750	78,767	37,273	8,494	28,778
3rd quarter									
4th quarter									
1965 January	10,921	3,571	7,350	91,989	29,855	62,134	15,125	3,965	11,160
February	11,788	3,566	8,222	91,424	29,543	61,881	11,223	3,254	7,969
March	11,444	3,307	8,137	92,712	30,165	62,547	12,731	3,928	8,803
April	11,211	3,316	7,895	93,591	30,879	62,713	12,091	4,030	8,061
May	11,711	3,613	8,097	96,243	31,492	64,751	14,362	4,227	10,135
June	12,080	4,866	7,214	96,576	29,831	66,745	12,413	3,205	9,208
July	11,005	3,076	7,929	101,666	29,753	71,913	16,095	2,999	13,096
August	11,995	3,484	8,511	102,667	29,422	73,245	12,996	3,152	9,844
September	12,244	3,344	8,900	102,791	28,844	73,947	12,369	2,766	9,603
October	11,293	2,649	8,645	104,243	29,310	74,933	12,746	3,115	9,631
November	12,766	3,099	9,667	104,778	28,939	75,839	13,300	2,727	10,573
December	12,831	2,814	10,017	105,832	28,803	77,029	13,885	2,678	11,207
1966 January	10,823	2,330	8,493	105,581	29,473	76,109	10,572	3,000	7,572
February	10,979	2,750	8,229	105,629	29,198	76,431	11,026	2,475	8,551
March	13,031	3,126	9,905	107,308	29,367	77,941	14,710	3,295	11,415
April*	11,149	2,462	8,687	108,646	30,407	78,239	12,486	3,502	8,984
May*	11,705	2,824	8,881	107,915	30,422	77,493	10,975	2,839	8,136
June*	13,210	2,825	10,385	108,517	29,750	79,767	13,812	2,153	11,659
July*	11,828	3,029	8,799	108,559	30,412	78,147	11,871	3,692	8,179
August									
September									
October									
November									
December									
Average of the latest 3 months*(4)	12,248	2,893	9,355	108,559	30,412	78,147	12,219	2,895	9,325
Average of the previous 3 months* (4)	11,720	2,779	8,940	108,646	30,407	78,239	12,741	3,091	9,650
Percentage change	+5	+4	+5	N/C	N/C	N/C	—4	—6	—3

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964, and January, 1965, there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, September 23, 1966.

Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Who Killed the Cat	Br/E 31648	76	September 19	Eternal Films Ltd.	Eternal Films Ltd.
The Dermis Probe	Br/E 31652	5	September 19	Contemporary Films Ltd.	Richard Williams Films Limited
Pathe News 66-75	Br/E 31422	8	September 23	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-76	Br/E 31423	7	September 23	" "	" "
Movietone News 1945	Br/E 31353	7	September 23	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1945A	Br/E 31354	9	September 23	" "	" "
FOREIGN					
Ivory Coast Adventure	F 31649	78	September 19	Miracle Films Ltd.	Euro France Films, G.N.E. Gaumont, Paris, and P.C.M., Rome.
A Pistol for Ringo	F 31650	99	September 19	" "	P.C.M. Rome, and P. C. Balcazar, Barcelona.
The Spitting Image	F 31651	119	September 19	Contemporary Films Ltd.	Cineurope N.V., Amsterdam.
Season for Love (Les Liaisons Amoureuse)	F 31653	97	September 20	Sebricon Productions Ltd.	Gaston Hakim and Jad Film, Paris.
Lure of the Bahamas	F 31654	(a) 29 (b) 14	September 21	Golden Films Ltd.	Soundmagic Productions, Miami.
The Possessed	F 31655	82	September 22	Butcher's Film Distributors Ltd.	Institute Luce, Rome.
Do You Believe in Angels?	F 31656	105	September 22	Sebricon Productions Ltd.	Sandrews, Stockholm.

Government Publications

required by customers in the West of England may be obtained quickly from

Her Majesty's Stationery Office, 50 Fairfax Street, Bristol 1

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended August 27, 1966:

Distributors' earnings submitted.		
High cost films	£622,135	
Low cost films:		
Eligible (after multiplying by 2½)	£21,720	
Not eligible for 2½ times rental	£11,337	
		£655,192
Films of less than 3,000 feet (after multiplying by 2½)		£32,184
		£687,376
Levy collections paid to Agency by HM Customs and Excise to September 5, 1966, together with an estimate of collections approximately covering entertainments for the four weeks ended August 27, 1966		£432,200

The tenth interim allocation for the ninth distribution period will be at the rate of 49½ per cent.

Quarterly analysis of man-made fibre production

TOTAL PRODUCTION by weight of synthetic fibres in the second quarter of 1966 was 33 per cent more than in the corresponding quarter of 1965; total production by weight of viscose plus acetate fibres was 12 per cent less.

Within the total for synthetic fibres, production of continuous filament was 27 per cent more and staple fibre 41 per cent more. Under the heading viscose plus acetate, production of continuous filament and staple fibre was 4 and 16 per cent less respectively than in the second quarter of 1965.

Man-made fibre production

Quarterly averages and quarterly totals (Million lb. 'delivered weight' basis).

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1965	45·0	54·1	36·6	79·8	81·6	134·0
1962 1st quarter	23·8	43·9	15·7	63·2	39·6	107·1
2nd quarter	29·0	44·5	16·2	67·4	45·1	111·9
3rd quarter	28·3	42·7	16·6	62·5	44·9	105·2
4th quarter	33·0	45·7	20·3	74·4	53·2	120·1
1963 1st quarter	31·0	45·7	21·5	73·8	52·5	119·6
2nd quarter	34·8	47·8	21·5	73·9	56·3	121·7
3rd quarter	34·9	45·6	20·6	70·3	55·5	115·9
4th quarter	41·1	49·4	26·9	80·2	68·0	129·6
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4
3rd quarter	42·4	51·3	36·9	68·9	79·3	120·1
4th quarter	43·5	55·3	40·1	76·2	83·6	131·4
1966 1st quarter	54·1	54·0	45·5	75·0	99·5	129·0
2nd quarter	60·0	51·6	48·3	72·5	108·3	124·1

The heading 'Viscose + acetate' includes triacetate and a very small quantity of protein fibres.

Production of man-made fibres in August

TOTAL PRODUCTION by weight of man-made fibres in August was 1 per cent more than in August 1965. Within the total, output of continuous filament was 3 per cent less and staple fibre 6 per cent more.

(million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1965 (quarterly average)	99·1	116·4	215·5
1965 1st quarter	102·9	122·8	225·8
2nd quarter	101·0	120·8	221·9
1966 1st quarter	108·1	120·5	228·6
2nd quarter	111·6	120·8	232·4
1965 June	33·4	40·2	73·6
July	30·8	38·7	69·5
August	31·4	30·6	62·0
1966 June	36·2	39·5	75·7
July	34·0	39·2	73·2
August	30·4	32·6	62·9

Retail sales in N. Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in July was 1 per cent lower than the previous year, compared with increases of 2 per cent and 7 per cent in June and May respectively.

Clothing and footwear shops and household goods shops showed decreases of 1 per cent and 5 per cent respectively on a year earlier, while food shops showed no change on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Foods shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
2nd quarter	124	+ 7	131	+ 8	116	+ 4	113	— 2	123	+11
1965 July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13
June	120	+ 2	127	+ 1	118	+ 8	109	— 1	113	Nil
July	115	— 1	118	Nil	103	— 1	114	— 5	121	— 1

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Turnover of the motor trades in July

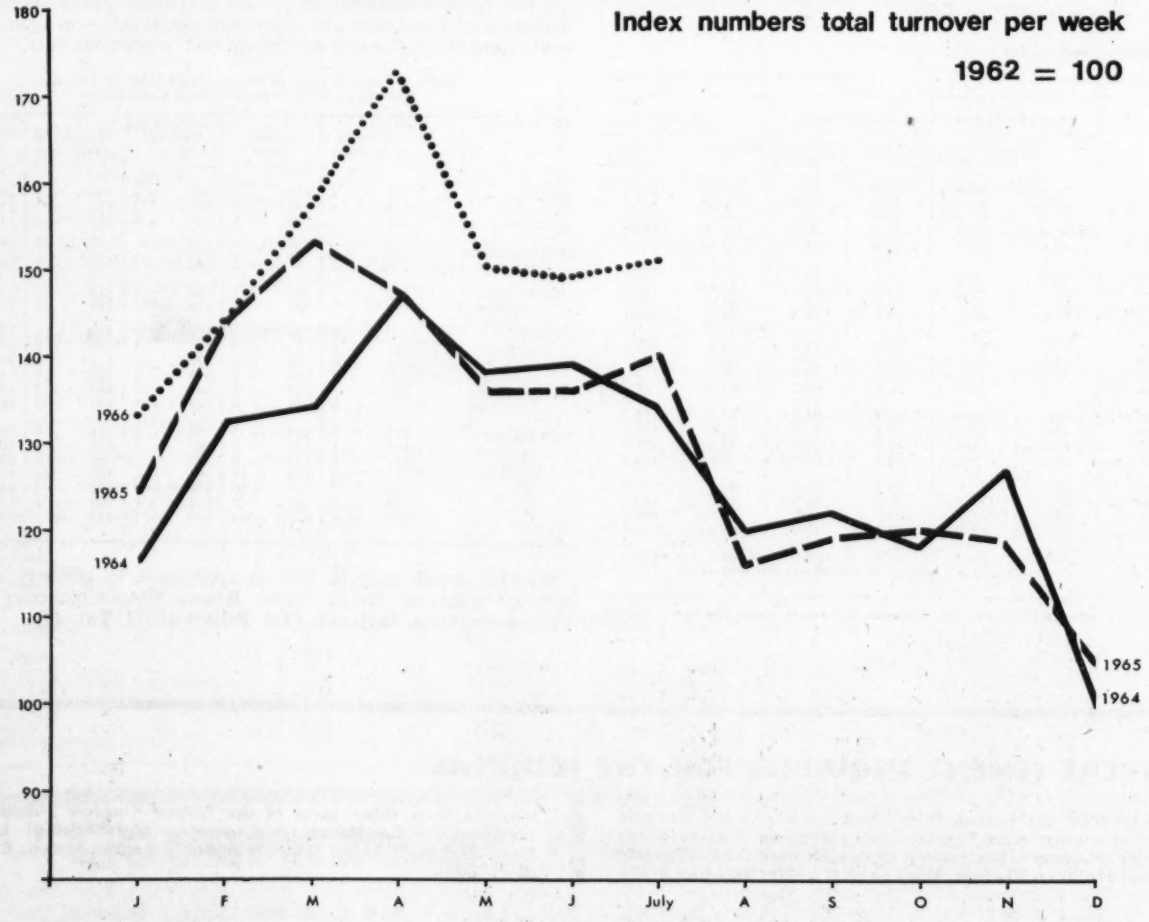
Photograph shows the millionth Cortina made by Ford which on September 7, Samuel Williams & Sons Limited shipped from their No. 7 jetty at Dagenham Dock to a destination in Los Angeles. The ceremony of loading the vehicle on the mv 'Hoyanger' was performed by Mr. Anthony Wedgwood Benn, Minister of Technology, who was brought to the dock by the Samuel Williams' hydrofoil.

SALES OF NEW MOTOR vehicles in July were at a slightly higher level than in the preceding two months and were 9 per cent higher than in July 1965. In contrast sales of secondhand vehicles during the month, at their lowest level since January, were only 1 per cent higher than in the corresponding month last year. As the series indicate, the figures of percentage changes on a year earlier tend to be somewhat irregular.

All other sales and receipts which covers sales of petrol, oil, accessories and spares, together with receipts from servicing and repairs continued the steady growth which has been a feature of trading this year and was up by 10 per cent on July last year. The total turnover of the motor trade was 8 per cent higher than in last July.

As was pointed out in the article introducing this series (*Board of Trade Journal*, September 24, 1965) the indices reflect changes in the value of sales at current prices and are, therefore, affected by changes in the price of goods and services provided by the motor trade. It will be recalled that, on July 20, purchase tax on new cars was raised from 25 to 27½ per cent and the duty on petrol was increased by 4d. per gallon.

TURNOVER IN THE MOTOR TRADES



Turnover of the motor trades

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL TURNOVER (£2,979 million)	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	151(b)	146	157			133	144	158	173	150	149	151					
	1965	+2	+11	—1	Nil	Nil	+7	+9	+14	Nil	—1	—2	+4	—3	—2	+2	—6	+5
	1966	+8(c)	+3	+12			+7	Nil	+3	+17	+10	+10	+8					
ANALYSIS OF TURNOVER:																		
Sales of new motor vehicles (£1,119 million)	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	174(b)	173	178			155	166	192	227	160	154	163					
	1965	—3	+12	—9	—8	—8	+6	+11	+15	—11	—9	—8	+1	—14	—12	—6	—17	+1
	1966	+9(c)	Nil	+18			+7	—6	Nil	+38	+12	+4	+9					
Sales of secondhand motor vehicles (£568 million)	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	142(b)	135	153			111	138	151	158	154	148	129					
	1965	Nil	+6	Nil	—7	—3	+3	+2	+12	+12	—3	—7	—2	—9	—9	Nil	—12	+4
	1966	+4(c)	+2	+8			+4	Nil	+2	—3	+9	+17	+1					
All other sales and receipts (£1,292 million)	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	136(b)	128	140			124	126	132	133	141	146	151					
	1965	+10	+12	+9	+9	+9	+11	+10	+14	+10	+9	+7	+11	+7	+9	+11	+9	+3
	1966	+9(c)	+8	+9			+8	+6	+9	+5	+9	+11	+10					

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1966 turnover was the four weeks from July 3, 1966, to July 30, 1966; the corresponding period in 1965 was from July 4, 1965, to July 31, 1965.
(b) Index number for period January to July 1966.
(c) Percentage change for period January to July 1966 compared with corresponding period of 1965.

Car and commercial vehicle production in August

THE MINISTRY OF TECHNOLOGY have announced that in the four week statistical period of August 1966, the weekly average rates of production of cars and commercial vehicles were 26,912 and 7,299 respectively. Although the rates of production of both cars and commercial vehicles were higher than in the same month last year, production of cars was materially reduced in August 1965 by labour disputes and but for these would probably have been higher than this year. In both years production was affected by holiday shut-downs.

Allowing for seasonal factors and the number of working days, car output in August was at about the same level as in July, but for the three months ending August production was almost 5 per cent lower than in the three months ending May.

On the same seasonally adjusted basis, production of commercial vehicles in August was also about the same as in July. Output for the three months ending August was 6 per cent lower than in the preceding three months, despite a higher level of production for export.

Cars and commercial vehicles production figures

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1. Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
1965 June	5	193,057	38,611	46,344	9,269	1,606	321
July	4	90,776	22,694	22,612	5,653	1,023	256
August	4	99,180	24,795	25,116	6,279	1,241	310
1966 June	5	182,644	36,529	45,130	9,026	2,368	474
July	4	88,753	22,188	22,528	5,632	1,604	401
August	4	107,649	26,912	27,668	6,917	1,529	382

Table 2. Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·5	38·6
2nd quarter	147·4	39·2
1966 January	134·9	34·7
February	144·8	38·4
March	150·9	42·7
April	148·0	39·7
May	150·8	39·6
June	143·4	38·3
July	142·7	38·4
August	143·1	38·4
Average of:		
March to May	149·9	40·7
June to August	143·1	38·4
Percentage change	—5	—6

Census of Production for 1966

ARRANGEMENTS for the Census of Production to be taken in 1967 in respect of the year 1966 have been settled after consultation with the Census of Production Advisory Committee.

The census for 1966 will be on similar lines to the simplified censuses taken in respect of the years 1964 and 1965. It will include firms engaged in manufacturing, construction, mining and quarrying, and water supply. The questions asked will again relate only to capital expenditure and to stocks and work in progress. Exceptionally, additional information about employment will be required from the construction industry.

As for 1965, the regular returns from contributors to the Board of Trade's voluntary monthly or quarterly inquiries into stocks and capital expenditure – now over 2,000, drawn from the largest firms and covering about two-thirds of the total stocks and capital expenditure of manufacturing industry – will be supplemented by returns from some 1,600 additional manufacturing businesses. These extra returns will help to make possible estimates of stock changes and capital expenditure, for 1966 as a whole, in greater industry detail and with greater reliability than is possible with the figures provided by the voluntary contributors alone. In general only the largest firms, not already voluntary contributors, will be approached, but in order to make possible the provision of separate figures for Scotland and for Wales some smaller firms in these countries will also be approached.

In addition, as in the past, an approach will be made to a sample of about 3,500 firms employing 25 or more persons in the construction industry.

Financial Statistics: September 1966

NEW FIGURES covering the second quarter of 1966 are contained in the September issue of *Financial Statistics*, prepared by the Central Statistical Office and published on September 19 (HMSO, price 10s. 6d.). They include details of transactions by industrial and commercial companies (table 7); investment by investment trusts (table 61) and insurance companies (table 62); and Central Government financing (tables 13-16).

Personal borrowing

Personal sector deposits with banks rose by £36 million and deposits with building societies by £178 million. Against this, borrowing from banks increased by £41 million and loans from building societies by £169 million.

Companies and investment trusts

Industrial and commercial companies reduced their deposits with banks by £86 million and at the same time borrowed £39 million more from them. Their issues of capital, although rather lower than in the first quarter, remained at the high level of £128 million.

Net investment by insurance companies amounted to £157 million. Roughly one third of this went on debentures and two-fifths on loans and mortgages and on investment in land, property and ground rents.

Investment trusts sold £10 million overseas securities and acquired £14 million of United Kingdom company securities.

Central government

The overall government deficit was £438 million, a little less than in the second quarter of last year. Borrowing from United Kingdom residents amounted to £146 million of which £30 million was provided by the banking sector. The remainder was matched by receipts of sterling arising out of external transactions.

DEA 'Progress Report' for September

THE SEPTEMBER 1966 issue of DEA *Progress Report* was published on September 22, by the Department of Economic Affairs. The articles in the Economic Section of the current issue are as follows;

Trade with the Federal Republic of Germany; and The Cost of Travel. Those in the Industrial and Regional Section are: The First Secretary writes to EDC Chairmen; Mechanical Engineering EDC – the first two years; and National Board for Prices and Incomes.

Copies of *Progress Report* are available from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

United Kingdom balance of payments in the second quarter of 1966

FIGURES PUBLISHED in the September issue of *Economic Trends** show that the deficit on current and long-term capital accounts was reduced to £53 million in the second quarter of 1966 compared with a revised figure of £84 million in the first. The dominant feature was a sharp movement in the balance of long-term capital transactions from a net outflow of £60 million in the first quarter to a net inflow of £21 million in the second. Capital flows tend to fluctuate from quarter to quarter, and some special factors have contributed to the swing this year. On current account the deficit was £74 million in the second quarter compared with £24 million in the first, or, £101 million compared with £42 million after adjusting for seasonal factors, which were especially favourable in the second quarter. This setback was largely due to the seamen's strike of May and June. Some of the earnings lost in the second quarter through the strike are likely to be recovered in subsequent quarters.

* This September issue (published by HMSO, price 7s.) contains detailed information together with tables about the United Kingdom balance of payments in the second quarter of 1966.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London S.E.1:

Monthly at £1 a year, post free:
Pottery and Electrical Ware for July 1966.
Salt for July 1966.

Quarterly at 7s. 6d. a year, post free:
Brushes and Brooms for April-June 1966.
Cutlery for April-June 1966.
**Warp Knitting for February-April* 1966.

*** Warp knitted fabrics**

Information about warp knitted fabrics, previously included in the Business Monitor Hosiery and Other Knitted Goods, is now published separately under series No. P72. This Monitor includes, for the first time in official published statistics, an analysis table of warp knitted fabric production by end-use, cross-classified by fibre and a table showing yarn intake by firms engaged wholly or mainly in warp knitting.

Britain earned £321 million from tourism last year

MORE THAN 2,776,000 overseas visitors came to Britain last year – an increase of 13 per cent over 1964. The money Britain earned from these visitors, including fares paid by them to British carriers, totalled £321 million.

These facts are given in the annual report of the British Travel Association, Britain's official tourist organization, published on September 27. The report says that in the 20 years since the British Travel Association began its post-war 'Come to Britain' campaign, tourism has established itself as one of the country's biggest earners of foreign currency. The foreign revenue Britain now derives from tourism ranks with that earned by such traditional tourist countries as France and Italy and exceeds that of Switzerland and Austria.

Further details from the report will be given in next week's issue.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Activity at United Kingdom and Channel Island aerodromes in May 1966

THE MOST significant feature of this month, generally notable for a high rate of expansion in all sections of air transport activity, was a marked increase in the weight of cargo carried by air, 41 per cent more than in May 1965. In the previous four months the corresponding increase had been 17 per cent. This large increase in May, partly due to the effect of the seamen's strike in the second half of the month, contributed to the large increase in air transport movements at United Kingdom aerodromes which were 17 per cent more than in May 1965.

In May passenger traffic at all United Kingdom airports was 16 per cent more than a year earlier. The increase for the first four months of the year had been 10 per cent, rather less than the increase of 13 per cent between the years 1964 and 1965. Nearly all airports reported greater activity. In the London area as a whole there was an increase of 13 per cent in both passenger and air transport movements over the corresponding values in May 1965 at London (Heathrow) both air transport movements and passenger traffic increased by 12 per cent and at Gatwick passenger traffic was 23 per cent more and air transport movements 26 per cent more. At the other main United Kingdom airports passenger traffic increased by 9 per cent at Manchester, 14 per cent at Glasgow (Abbotsinch), 20 per cent at Birmingham, 9 per cent at Liverpool, 23 per cent at Belfast and 31 per cent at Prestwick.

The greatest percentage increase was at Southampton where passenger traffic was more than four times what it had been in May 1965 while Bournemouth traffic was down to a quarter of the volume a year earlier. These changes are directly attributable to airlines switching services from Bournemouth to Southampton in late 1965 and the first quarter of this year following the modernization of Southampton airport including the construction of a hard runway. There was a very large increase at Portsmouth also where passenger traffic more than trebled. Since May 1965, larger aircraft operating at increased frequencies have been introduced on the Channel Island Services, thereby stimulating traffic growth. In addition the drastic reduction of services at Bournemouth has probably been a contributory factor in promoting this increased activity.

Note: A detailed table will be given with future monthly figures.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 692 of September 16 issue.

Mr. A. J. Nicholas, chairman of Aberdare Holdings Ltd., is leading a party of South Wales industrialists on a trade mission to Canada. Mr. Nicholas, also deputy chairman of the Development Corporation for Wales, who sponsored the mission, is shown here at London Airport with the party of 20 before boarding a BOAC aircraft for Montreal.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*"—*The Times.*

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HMSO

Exhibitions and Fairs

International nuclear industries fair 'Nuclex 66' Basle

A report from the Commercial Department, British Embassy, Berne

BRITAIN PRODUCES more electricity from nuclear power than the rest of the world combined. This was the theme of the United Kingdom exhibit at Nuclex 66, held from September 8-14 in Basle, where it occupied three halls of the Swiss Industries Fair. 260 industrialized firms from 16 countries took part, Britain, Canada, the United States and France all having national stands.

The British stands, which covered 10,000 square feet in a prominent position by the main entrance of the central exhibition hall, gave ample evidence of the country's lead in the nuclear field. The United Kingdom Atomic Energy Authority's stand was of striking design. With models of the nine commercial power reactors operating in the United Kingdom, pictures, models and components of the advanced gas-cooled reactor, the steam generating heavy water reactor and the fast breeder reactor, it was one of the main attractions of the fair. Illustrations of the authority's fuel reprocessing services, cobalt 60 irradiation and sterilization plants, electrical generators powered by radioisotopes were on display. Incorporated into the stand was a multi-language cinema.

Twenty firms took part in a 'joint venture' display organized by the British Nuclear Forum under the auspices of the Board of Trade. The stands occupied more than 5,300 square feet. The orange walls of the booths provided a vivid setting for the impressive display of equipment, components and models. Exhibits included new metals such as zirconium, computers for power stations, cryogenic storage vessels, contamination monitors, protective clothing, portable neutron generators and electron linear accelerators. Three other British firms exhibited independently.

A technical congress was held concurrently with the exhibition. The distinguished group of British speakers was headed by Mr. J. C. C. Stewart and Dr. H. Kronberger, respectively member for Reactors and chief scientist of the UKAEA, and Mr. P. J. Duncton, chief executive of Fairey Engineering Ltd. Nearly 1,500 people attended the meetings.

On September 13 Mr. Roy Mason, Minister of State, Board of Trade, visited Nuclex together with Sir Robert Isaacson, HM Ambassador to Switzerland. As reported in the *Board of Trade Journal* of September 23, Mr. Mason was guest of honour at a luncheon given by the British-Swiss Chamber of Commerce and at a reception organized by the British Nuclear Forum and the UKAEA.

The conclusion of the numerous British firms taking part in Nuclex 66 was that this first-ever large-scale commercial exhibition for the nuclear industry was a resounding success, particularly for the British exhibitors. Attendance was good, and the calibre of the visitors impressive. 12,000 visitors came from 55 countries, and some 70 per cent of inquiries on the British stands were from countries other than Switzerland. Provisional orders placed with British firms included cryogenic liquid transfer equipment and equipment for particle accelerators. Numerous serious inquiries were received for other advanced equipment. But, perhaps most important, the British participation at Nuclex was an irrefutable sign of Britain's resolve to sell nuclear reactors and equipment overseas in the face of the most intense international competition.

British carpets on display at Zurich

A report from the British Consulate-General, Zurich

A WIDE RANGE of British carpets was exhibited from September 13 to 16 in Zürich by seven members of the Federation of British Carpet Manufacturers. This was the first all-British trade demonstration in the city since the British Fair and Fortnight in the autumn of 1963, and was organized by the British Carpet Federation in co-operation with the Board of Trade as a joint venture scheme.

The exhibition, covering an area of approximately 6,000 sq. ft. was mounted on the first floor of the Kasino Zürichhorn, a pleasantly located venue on the shores of the lake of Zürich, having an unimpeded view along the lake to the mountains in the east. The neutral decoration scheme made an admirable setting for the bright hues of the carpets. The seven stands and information stand manned by the Federation, were designed by the Central Office of Information.

This was a trade show in the strictest sense of the word: although members of the general public were free to enter and to walk round – and many of them took the opportunity to do so – the overwhelming majority of visitors (among whom were remarked a number from Austria, Denmark, Germany and Italy) were from the trade. These had received personal letters of invitation and publicity material about the exhibition in advance of its opening, and a steady flow on the opening day gradually built up as a result of the excellent coverage by press, radio and television. Many favourable comments were heard on the range, quality, design and price of the carpets on display, and on the closing day it was estimated that some £30,000 of business had been done with the probability of more to come as inquiries matured into firm orders.

Mr. Roy Mason, Minister of State, Board of Trade, and Sir Robert Isaacson, British Ambassador, visited the exhibition on September 14. They were received by the Hon. W. G. M. Spens, director of the Federation of British Carpet Manufacturers, and spent an hour going round the stands and discussing prospects with the exhibitors.

British store promotion 'an outstanding success'

FIRST REPORTS of the 'Les Britanniques' Store Promotion at the Galeries Lafayette, Paris, which was opened by Mr. George Darling, Minister of State, Board of Trade, on August 26, reflects the enthusiasm with which this very successful promotion of British goods has been greeted. One visitor writes:

'On entering the Galeries Lafayette store in the heart of the Paris shopping centre I was greeted with the words "Everything is Waiting for You", as the music of "Down Town" was relayed through the store. The longer I spent in this vast store going from counter to counter full of British goods, the more the words impressed me. For although it was not possible to cram "everything" made in Britain into the 50,000 square feet reserved for British goods, the Galeries Lafayette had imported a most impressive range of high class products from places as wide apart as Devonshire and the Shetlands.

Mr. Roy Mason (left), Minister of State, Board of Trade, with Sir Robert Isaacson (centre), British Ambassador, at the exhibition of British carpets in Zurich.

London gift shop drive for United States buyers

A TWO-PRONGED breakthrough into the North American market will enable millions of Americans to buy their Christmas gifts from a London store 'just as if London were around the corner.' This has been made possible by an export drive which was launched by Lord Rhodes Parliamentary Secretary, Board of Trade, at Gorringes Store, Buckingham Palace Road, in London, on September 27.

Some of the finest products of about 30 British manufacturers have been grouped into attractive gift sets to appeal to the particular demands of America's vast gift-giving public. American Christmas shoppers visiting 40 famous United States departmental stores will be able to see samples of these gift sets displayed in 'British boutiques' portraying aspects of British life and traditions, and place orders for them to be flown direct from London to their friends and relatives anywhere in the United States.

Simultaneously, 311,000 influential homes in America will receive a colourful 32-page illustrated catalouge from which to order by post from London any of the 200 different gift sets illustrated in it. As Gorringes hold Royal Warrants, the gift set boxes will bear the crests of HM The Queen and HM Queen Elizabeth, the Queen Mother.

Paris International Leather Fair

THE 24th International Leather Week was held at the Porte de Versailles, Paris, from September 8 to 13. Although the area of the exhibition was the same as last year's more firms participated and foreign representation, with 675 firms accounting for 52 per cent of the exhibitors, was the largest ever.

West Germany led the foreign participation with 134 firms and Britain came a very close second with 130. Italy was third with 127 followed by the United States of America with 57 and Japan with 31.

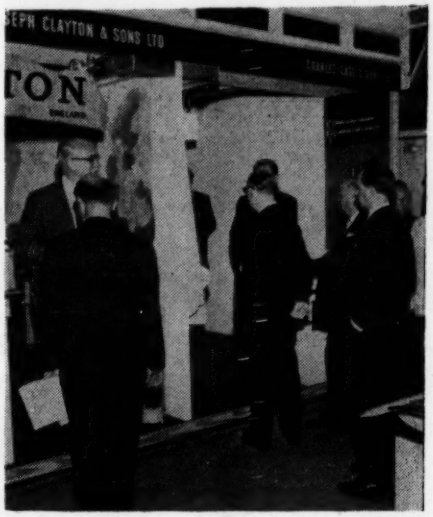
The exhibition covered all aspects of the leather industry – hides, skins, tanners, dies, polishes, chemicals, machinery as well as a complete range of manufactured goods.

British participation was strongest in the skins and hides sections where she led all competition with 100 firms. Forty-one British firms were taking part in two joint-ventures organised by their federations and financially assisted by the Board of Trade. The British Leather Federation mustered 27 of its members for one of these joint-ventures and the Leather Importers Factors and Merchants Association 14 for the other. The Federation and the Association each had a group stand skilfully designed and constructed by the Central Office of Information. The sense of unity thus achieved was most impressive but the individual boutiques nevertheless reflected the personalities of each firm and gave them the privacy so necessary for the conduct of business. These group stands also had their own Information Desks which were kept busy with inquiries from potential customers. More members of the British Leather Federation took part in this exhibition outside the joint-venture. In fact, they exceeded in number those who took part in it. Many of them, too, had received financial assistance from the Board of Trade in past years and could now confidently and profitably stand on their own feet.

The exhibition contained yet a third joint venture receiving Board of Trade assistance. This was organised by the British Footwear Manufacturers Federation. Nine of its leading members displayed shoes unsurpassed in the world for quality and workmanship. This group was enthusiastic about their participation particularly in the men's section for, not only has the British 'brogue' style again become the height of fashion in France and throughout the world but the 'Desert Boots' have caught the imagination of the youth.

The overall feeling amongst these British participants, as amongst those in the other sections of this great industry, was one of satifaction with their initiative, and all appreciated the international flavour of this Fair – the most important leather exhibition in the world – to which converge buyers from all countries. Orders for British products were taken from many nations, especially those of the Common Market and EFTA, and many worthwhile contacts were made, invaluable to future trade.

Sir Patrick Reilly, the British Ambassador, made an intensive tour of the exhibition and took a lively interest in the British participation, which was much appreciated by all the British manufacturers present.



Sir Patrick Reilly (centre with spectacles), the British Ambassador at Paris, visiting the group joint venture stand of the British Leather Federation at the International Leather Exhibition. Slightly to the right and rear of him is Mr. Start, president of the British Chamber of Commerce in France. To Mr. Start's left is Mr. Tebbutt, president of the British Leather Federation.

Commercial Motor Show

THE COMMERCIAL Motor Show at Earls Court was opened on September 23 by the Minister of Transport, Mrs. Barbara Castle.

Some 420 stands occupying 300,000 sq. ft. of display space are showing vehicles, trailers, components, tyres and transport service equipment. The exhibition remains open until October 1.

British Pavilion for 1967 Malta Trade Fair

THE BOARD OF TRADE propose to organize a British Pavilion on the theme of 'Equipment for the hotel and catering industries' at the Malta Trade Fair which will be held from July 1 to 15, 1967. This will be the first commercial British Pavilion at the Malta Trade Fair although the Commonwealth Office organized a pavilion in previous years.

Over the past three years Britain's share of Malta's imports has been maintained at a little less than 40 per cent but competition from other suppliers is increasing. Although the total market in Malta is comparatively small, with total imports in 1965 valued at £35 million, the British High Commission have advised that the current developments in tourism and industry are leading to increased opportunities for sales. This is particularly the case with equipment for the hotel and catering industries (e.g. furnishings, kitchen equipment, cutlery, glassware etc., etc.) and it is therefore intended that the British Pavilion in 1967 should be devoted to the whole range of equipment within this field.

In order to achieve a distinctive British Pavilion with co-ordinated decor and presentation the Board of Trade will commission the Central Office of Information to prepare a suitable shell stand scheme providing stands of approximately 150 sq. ft. for each participant; if sufficient space is available the Board of Trade will consider renting larger areas.

The charge for participation in the British Pavilion is 25s. per sq. ft. which will cover the costs of space, all necessary shell stand construction work, and a trade and press reception if this should be organized.

Firms wishing to take part in the British Pavilion should write, before October 26, to Overseas Trade Fairs Directorate, Broadway Buildings, 54 The Broadway, London, S.W.1. (Abbey 7877, Ext. 2782) stating the type of products they wish to exhibit and the amount of space required and enclosing a cheque (made payable to 'The Principal Accountant, Board of Trade') for 10 per cent of the space cost. This deposit will be returned if there is insufficient support from industry to justify the organization of the pavilion or if the application has to be refused because of shortage of space.

Doreen West, BEA's Personality Girl, accompanied a party of London fashion models to Zurich and Geneva, where they are to model London fashions. They are seen at London Airport before their departure.

Britain's biggest concentration of Export brains!

under one roof

This year's **Export Services Exhibition** and **Conference** will be even greater in scope than last year's highly successful event.
Over 100 companies, each a specialist in some branch of exporting, will be demonstrating the newest aids and information sources available to those concerned with gaining overseas markets. Whatever product you manufacture, expert advice will be available to help you with your export problems.
The following facilities will be on show:—Export packing, major airlines, international road haulage, Britain's major docks, finance services, mechanical handling services, export merchants and buying houses, the services of the 'big five' banks, printers in foreign languages; also shipping and forwarding agents, sea ferry services, British Rail and British Road Services, air freight companies, market research, shipping lines, translation services, three language laboratories, and all services provided by the Board of Trade. In fact, every specialised service for exporters will be fully represented. The Exhibition also has the formal support of the Institute of Directors, the Institute of Shipping & Forwarding Agents, and the Export Houses Association.

The Exhibition is sponsored by The Institute of Export.

Second

EXPORT SERVICES EXHIBITION AND CONFERENCE

Empire Hall, Olympia, London, W.14.
October 10-14 inclusive

Open 10.00 a.m.-6.00 p.m. daily
Admission by business card or invitation ticket.
Tickets are available from the organisers:
Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1. Telephone: HOLborn 5171

Good opportunities at the International Levant Fair

A report from the British Consulate, Bari

THE 30TH International Levant Fair was held at Bari from September 7-20, 1966. This fair provides a convenient showroom for Southern Italy, the Middle East and African states, and foreign competition in all ranges is extremely keen. In view of the rapid industrialization of Southern Italy, there is a good demand for high quality machinery, especially in the agricultural sector, as well as good quality consumer goods.

The fair was opened by the On. Aldo Moro, president of the Council of Ministers who subsequently visited the British stand which, for the first time in several years, was situated on the ground floor among the national pavilions.

Altogether there were 37 national pavilions and a total of 8,329 firms were represented, of which 5,494 Italian and 2,835 foreign. British participation was through Italian agents and amounted to a total of 53, of which eight were situated in the Board of Trade-sponsored pavilion.

The British Day was held on September 12, when Sir John Guthrie Ward, KCMG, HBM Ambassador to Italy, accompanied by the Consul-General, Naples, the Commercial and Information Counsellors from Rome and the Consul from Bari visited the fair, the Board of Trade and other pavilions which had United Kingdom manufactured products on show. Welcome speeches were made by the president of the fair and the Mayor of Bari, to which HBM Ambassador replied. A further visit was made to the fair in the afternoon and the Ambassador's tour ended with a cocktail party given by the Consul at Bari which was attended by the Governor, Mayor, military and civil authorities of Bari, as well as the president of the Chamber of Commerce and leading industrialists and businessmen.

An international desalination convention was held during the fair, which was attended by a representative of the UKAEA, a British consulting engineer and HBM Consul, Bari. In view of the current shortage of water in the whole region, this convention was of particular interest and the United States Office of Saline Waters and Atomic Energy authorities were well represented.

It is too early to assess the final results of the fair, but first reports indicate that exhibitors of British equipment are satisfied with the volume of inquiries and potential business likely to arise from their participation. An Italian agent for British manufacturers of air compressors is reported to have had 10 serious inquiries.

Although there were a limited number of goods at the Board of Trade pavilion, the number of inquiries was 400 per cent more than that of 1965, when the stand was situated on the upper floor of the fair offices. Several of these inquiries were for agencies or direct purchase, and in the latter case the client was put in direct contact with the agent.

One of the inquiries received from a firm in Central Italy was for the immediate purchase of three radar sets, three fish scanners and four ship-to-shore telephones, all of which were on show at the Board of Trade stand. This request was immediately passed on to the Italian representative who is now conducting negotiations.

The International Levant Fair is now classified as the second most important event of this nature in Italy, and comes immediately after that of Milan. The range of goods and equipment shown at the fair is extremely varied, and it seems a pity that the rapidly growing potential market of Southern Italy appears to be somewhat neglected by British manufacturers.

Desalination posters on the Board of Trade stand at the 30th International Levant Fair in Bari. In this group (from left to right) are Sir John Guthrie Ward, HM Ambassador to Italy, accompanied by the Commercial Counsellor, HM Consul at Bari, the Information Counsellor Rome, the President of the Fair and HM Consul General at Naples.

British Pavilion at Budapest

AS IN previous years, the Board of Trade propose to organize a British Pavilion at the Budapest International Fair, May 19-29, 1967. The closing date for applications for space is October 13, 1966. Furthr details may be obtained from Overseas Trade Fairs Directorate (Tel. Abbey 7877, Ext. 2262 or 3558).

Lord Brown to speak at opening luncheon for British promotion at Au Bon Marche

LORD BROWN, Minister of State, Board of Trade, and Sir Patrick Reilly, British Ambassador at Paris, will be guests of honour at an inaugural luncheon to mark the opening of the British promotion at the Paris store of Au Bon Marche on October 4. They will be welcomed by M. Chezlepretre, President-Directeur-General of the store.

Au Bon Marche, one of the principal stores in Paris, has numerous branches throughout France. Four of these, at Caen, Brest, Metz and Mulhouse, will be repeating the British promotion during October and November. There have been several buying missions to Britain, and very considerable purchases of British goods have been made for this promotion. Large quantities of display material have been provided by the Board of Trade, who have also assisted this promotion in several other ways.

Before returning to London Lord Brown will attend a press reception given by the Society of Motor Manufacturers and Traders prior to the opening of the Paris motor show.

New British invention at Hanover Police Exhibition

A BRITISH invention, a flashing safety cordon to delineate accident and road repair areas, was the most novel commercial exhibit at the International Police Exhibition, held at Hanover between August 27 and September 11.

The organizers of the event had acquired eight halls and open air space in the famous Hanover Fairground, and the police of some 15 nations joined in an exhibition emphasizing the extent of international police co-operation. The event was a rendezvous for police officers from all parts of the world for the exchange of professional views and the fostering of good public relations.

About 100 commercial firms took the opportunity to display vehicles and other items of police equipment. Eleven British firms participated, three independently, and the others sponsored by the Board of Trade.

On the joint venture stand, member firms of the British Cycle and Motor Cycle Industries Association gave a striking display of British police motor cycles and allied equipment. Triumph Engineering Co. Ltd., of Coventry captured the first publicity of the exhibition with the 'one man export drive' of their 52-year-old sales manager, Neale Shilton, who drove from Meriden, near Coventry, to Hanover in little over nine hours, including the airlift from Southend to Rotterdam. From their stand at the exhibition, Pye Communications Ltd., kept in contact with Mr. Shilton during his ride. His machine was fitted with the latest PYE UHF 2-way telecommunication equipment.

Although the exhibition is more of a prestige than a selling event, the British firms, on the whole, felt that the contacts made justified their participation.

Among the many distinguished visitors who called on the British stands were Miss Alice Bacon, Minister of State at the Home Office.

THE 58th BUSINESS EFFICIENCY EXHIBITION—OCTOBER 4 to 12

BUSINESS EFFICIENCY EXHIBITION 1966*

WHEN the Office Appliance Trades Association (now the Business Equipment Trade Association) was formed in 1920 the estimated value of deliveries of office machines and equipment from United Kingdom factories was a mere £¼ million and no records exist as to the proportion of this figure which went for export. By 1939 the figure had grown to £3 million – and by 1949 to 10 times this. Since then, growth has continued at a substantial rate and in 1965 the total value rose to £150 million, of which over £56 million went for export. Figures for the first half of 1966 now show that the industry's exports have risen yet again by a record 54 per cent to over £41 million in six months.

It is against this background of solid achievement that the 58th Business Efficiency Exhibition, organized by BETA, will be opened on October 4 by Mr. Edward Heath, leader of Her Majesty's Opposition, and a former President of the Board of Trade.

As with the industry itself, so with the exhibition which reflects so faithfully the industry's growth in prestige, size and sophistication. This year's show will be the biggest ever held in Britain, occupying for the first time both the ground and upstairs floors of the Grand and National Halls at Olympia – a total of some 170,000 square feet.

Over 150 member companies of BETA who either manufacture or market office equipment in the United Kingdom will be exhibiting. Ranging in size from electronic computers to pocket paging receivers, products on display will originate from many different countries, emphasizing the international aspect of the United Kingdom business equipment industry. Among the £10 million worth of products shown by them will be computers, photocopiers, dictating machines, teaching machines, closed circuit TV, magnetic character equipment, safes, typewriters, accounting machines, duplicators and printing machines, collators, desks and seats, telephone answering machines, postal franking machines, visible card records and systems, coin counting and sorting machines, continuous stationery, charting and planboard systems, telephone and amplification equipment, calculating machines, cash registers, microfilming equipment, filing cabinets and systems, envelope opening and sealing machines and many others.

Additionally, a number of non-member organizations offering business services, as opposed to machines and equipment, will participate. They include Anbar Publications, Barclays Bank, British Debt Services, 'Business Equipment Digest', Business Publications, 'Business Systems and Equipment', Diners' Club, GPO, Lloyds Bank, Location of Offices Bureau, Martins Bank, Mercantile Leasing Co., Midland Bank, National Provincial Bank, 'Office Methods and Machines' and Westminster Bank.

The Business Efficiency Exhibition will be open daily from October 4-12 from 10 a.m. to 6.30 p.m. (4 p.m. Saturday), admission being 5s. Bona fide overseas visitors to the United Kingdom (not foreigners resident here) can obtain free admission by calling first at the overseas reception desk in the Grand Hall. Interpreters speaking French, Spanish, German, Italian, Russian, Swedish, Norweigian, Hungarian and Greek will be on duty at the desk.

* *The type reproduced above is from exhibition promotion material and is similar to that used on computer tapes and cheques. The numbers and symbols are printed with magnetic inks to facilitate 'reading' by electronic reading equipment.*

Wide range of new equipment on show at BEE

AMONG THE thousands of items of equipment of all kinds on show at Olympia for the Business Efficiency Exhibition will be a substantial number of new products never before shown in Britain. British-designed and made equipment figures largely in this list.

To give details of the full range even of new items on show would be impossible here, but the following examples give a clear indication of the breadth of the range covered, and show that a visit to the exhibition is worthwhile for everyone concerned with improved efficiency in businesses large and small.

ADREMA LTD.

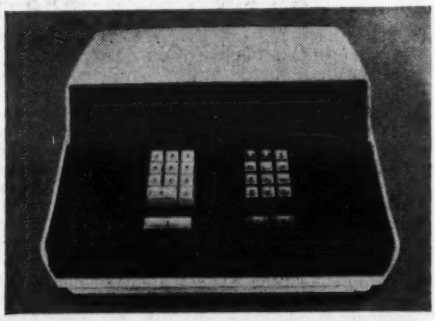
The Farrington Series III page reader translates its reading into magnetic tape. It employs a high-speed optical system of reading multiple lines of Alpha-Numeric typewritten data. Each letter or numeral is analysed for identification, checked for parity and temporarily stored. From the store, blocks of information of up to 1,024 characters are then dumped on to magnetic tape and further checked for parity. This off-line configuration permits data to be input when required and at computer speeds.

ADWEL ADDING MACHINES LTD.

The 'Viking Super' is a compact, heavy-duty electronic adding/listing machine selling at £69 10s. This latest addition to the Adwel range incorporates a built-in light to illuminate the tally roll. It also has a magnifying glass which enlarges the tally roll figures and symbols to three times their actual size, thus eliminating strain on the operator's eyes.

BRITISH EQUIPMENT CO. LTD.

The Auto-Typist 65100 is a dual-selector, high-capacity automatic typing machine with a memory capacity of 36,000 characters and 100 push-buttons for the preselection of text in any combination. Typing speed is 15 characters per second. Entire documents, letters and specifications can be typed without further operator attention. The price is £1,527.



Sumlock Comptometer Ltd. will be displaying for the first time in the United Kingdom their Mark 12 *ANITA electronic desk calculating machine. The original ANITA was claimed as the world's first electronic desk calculator, and the* 10-*key Mark* 12 *is still the only British machine of its kind. Offering three unique active registers and two stores, it is said to be equivalent to comparable four or five register equipment.*

F. C. BROWN (STEEL EQUIPMENT) LTD.

Accepted by the Design Centre for inclusion in the Design Index are three steel cabinets in olive green, grey and two-tone grey finish. They are available with or without automatic locking and are for use wherever papers, cash, instruments or small component parts require safe and systematic keeping. Drawers are 9¼ in. wide x 14⅛ in. front to back x ⅞ in. deep.

(*Continued on page* 821)

BUSINESS EFFICIENCY EXHIBITION OLYMPIA OCT 4–12

THE BUSINESS MAKERS 1966

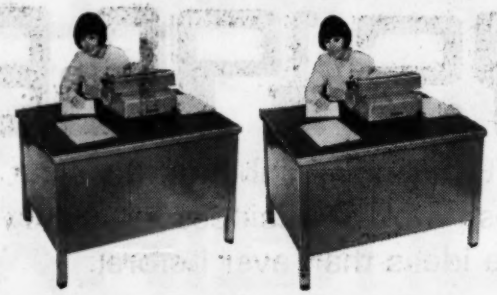
This is the theme of the Business Efficiency Exhibition this year. The exhibition presents an entirely fresh look at business efficiency and will show more new and profitable ideas than ever before.

Only at the Business Efficiency Exhibition can you see all these latest ideas at one time, in one place. You will be able to assess new methods and systems, make direct comparisons, weigh up the advantages and decide what is right for your particular business. 1966 is the one year you cannot afford to give this exhibition the go by. As the future of your business is in your hands come and talk over your problems with the experts. Come above all to get the feel of international office standards in 1966. You can get your copy of the BEE catalogue (3/6 including postage) in advance from BETA, 109 Kingsway, London, WC2.

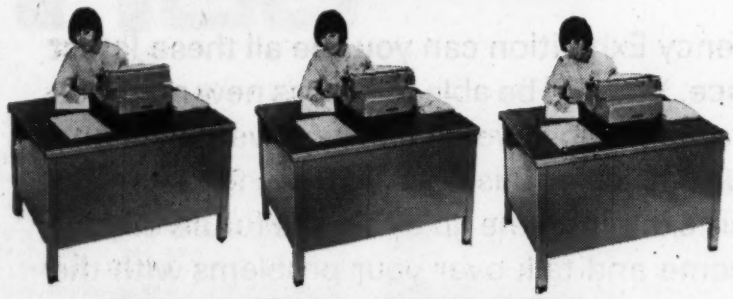
BEE is the exhibition of the Business Equipment Trade Association

Exhibition opens daily 10 a.m-6.30 p.m (Sat 10 a.m-4 p.m) Admission 5/-

WHATEVER SIZE



YOUR ORGANIZATION



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Microfilm equipment Reprographic equipment

STAND 24
Business Efficiency
Exhibition
Olympia—London
3rd–12th October

Kodak

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BUSINESS AIDS LTD.

The Papivore Document Destroyer is a new, inexpensive type of shredding machine, designed for managers, secretaries, clerical staff and typists dealing with confidential or classified material. The Papivore can be clipped on to the edge of a desk, and documents are completely destroyed at the turn of a handle. There are no adjustable parts and no servicing is required. Silent in operation, the whole unit measures only 11 in. x 6 in.

CARSON BROTHERS (PRODUCTIONS) LTD.

The '800' Group, middle management range, comprises 70 possible variations of desk, table and wood assemblies building from standard units. The basic desk design consists of a teak wood-top in several sizes with two metal structural end-frames in chrome finish which can be quickly and easily assembled. L-shape formations can also be built up. The '800' made its debut at 'Interorgtechnika' in Moscow in September.

CROSFIELD ELECTRONICS LTD.

The Model 3300 high-speed microfilming system has a fully automatic feed enabling documents to be filmed at a speed of 752 per minute, even though the documents may have been printed on a very cheap grade of paper. Fine grain unperforated 16 mm. film is used, this being of sufficient width to enable a double track technique to be employed, and thus enabling up to 10,000 documents to be recorded on 100 ft. of film. The transformer mechanism and the camera are fully interlocked electronically to ensure that every document fed is photographed.

The latest improved versions (from left to right) of the Cox FL22 de luxe, FL 25 and FL 21 chairs. All three are being shown at the Business Efficiency Exhibition for the first time.

DIALLED DESPATCHES LTD.

The whole range of their Air Tube Carrier Systems, all of British design and manufacture will be shown by this company. The fully automatic multi-station ring main systems are designed to give maximum reliability and capacity with quietness and modern styling. Typical of the range is the 4.5 in. diameter multi-station ring main system which can effect general communication with a considerable number of other stations over almost unlimited distances.

DICTAPHONE CO. LTD.

The Europa dictating machine uses a magnetic belt as a recording medium. It is British-designed and British-made for European, Commonwealth and United Kingdom markets. It is fully transistorized. Other features include automatic gain control, measured fast backspacing with automatic playback monitoring at the touch of a button on the microphone, automatic carriage return on unloading, and easy conversion to transcribing machine.

ELLAMS DUPLICATOR CO. LTD.

Priced at £437 and also available on leasing terms is the Repromaster Mark II vertical camera for the production of line and half-tone negatives for small offset printing as well as for normal photographic work and the direct photographing of small objects. When used with a suitable processor it becomes a complete plate-making and photocopying installation. It is fitted with front mounted scaling strips for rapid enlargement and reduction. The focusing screen and copyboard are calibrated for international 'A' sizes.

ELLIOTT BUSINESS MACHINES LTD.

The Elliott 2000 has been introduced to meet the needs of organizations with medium to large mailing lists. Envelopes and cards from 3½ in. x 5½ in. up to 8 in. x 10 in. are fed, addressed, counted and stacked at up to 3,500 an hour. The machine will competently handle addressing for direct mail, news bulletins, price lists, catalogues and other mailing requirements of business organizations. It has a two-tone grey finish.

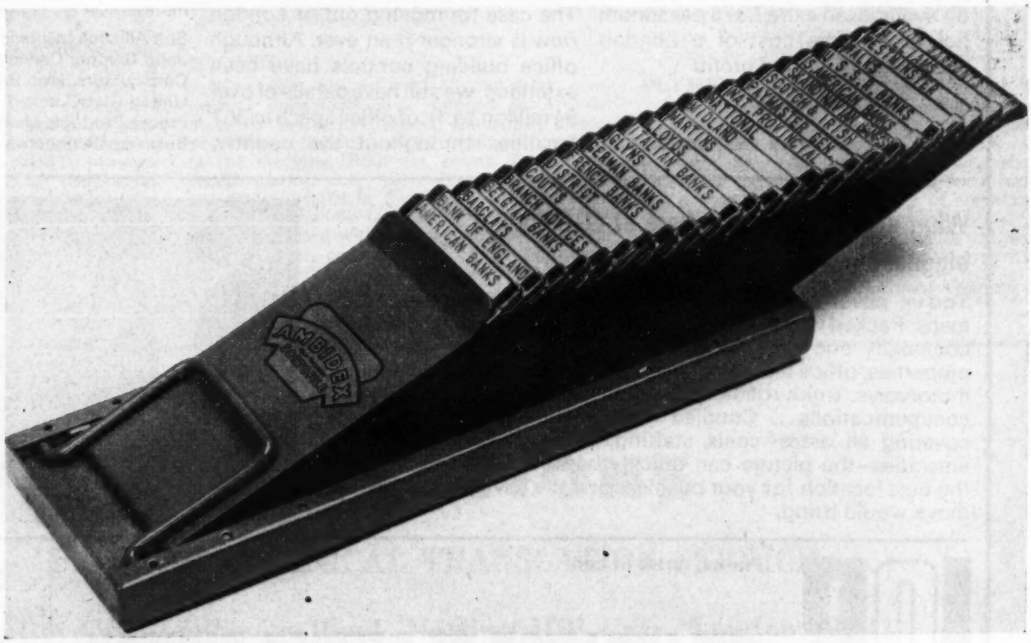
GORDON & GOTCH MARKETING LTD.

The 100 station Thomas Auto-Sorter from the Thomas Collator Division of Gordon &

(*Continued on page* 823)

AMBIDEX SORTOFILES

for Modern Sorting



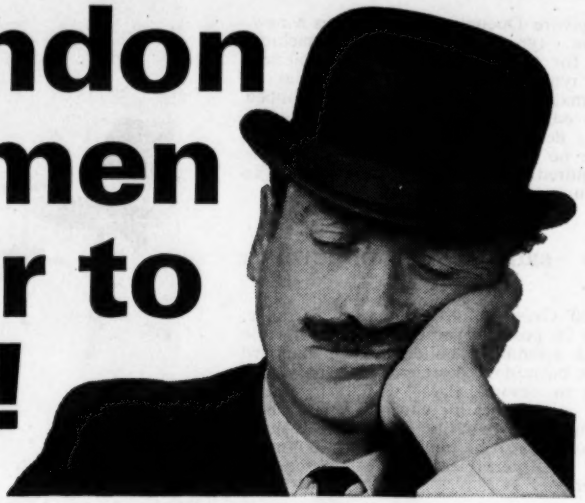
MODEL RANGE

DESK MODELS:
25 to 150 DIVISIONS

STAND MODELS:
150 to 1,200 DIVISIONS

AMBIDEX EQUIPMENT SORTOFILES, 5 CAMOMILE STREET, LONDON, E.C.3 B.E.E. STAND 230

Some London businessmen are harder to persuade!



Are you one of them?

For three years we've given you the facts on London Office costs and the proved advantages of moving out. Nearly 1,500 business men have been interested enough to probe deeper. The result—some 35,000 jobs have already moved or are going soon. For those who take LOB's advice the savings are dramatic.

But we're not getting through—to you!

We've emphasised that high rents, services and salary weightings add, on average, an extra £375 per annum per head. Extra cost of a London office and all wasted profit!

And still you hang on!

And now SET may well be costing you over £1 a head a week. We've told you how to save that sixfold, –over £1 a head a day–or how, by moving one-sixth of your staff, you would probably offset the whole tax.

And still you're not tempted?

We've shown how much easier it is to get good staff outside–staff that stay with the job and enjoy it. And we've backed it all up with case histories of successful moves...

You certainly are hard to persuade!

The case for moving out of London *now* is stronger than ever. Although office building controls have been extended, we still have details of over 9½ million sq. ft. of office space in 361 localities throughout the country, including about 2 million sq. ft. in the Outer Metropolitan area. Still a big choice, but dwindling fast.

What more can we tell you?

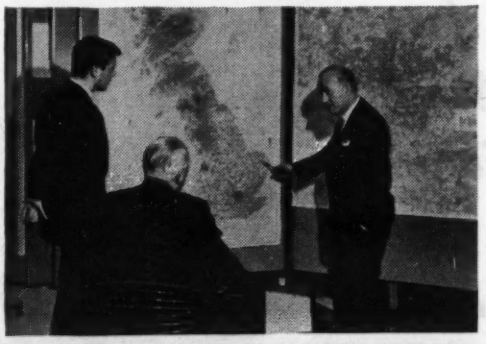
Telephone, write or call. We'll be delighted to meet you at 27 Chancery Lane and parade the evidence in full.

These firms wholly or in part have been guided out by LOB. There are hundreds more:

Sun Alliance Insurance Group
John Gardner Caterers Limited
Constructors John Brown Limited
United Glass Limited
Procea Products Limited
Business Dictionaries Limited

What gives first-time callers at LOB their biggest surprise? The LOB map room!

You've never seen such a practical, revealing collection of maps. Packed with the information that is LOB's speciality. All compactly and dramatically presented. Available sites and properties, office restricted areas, services and developments, motorways, trunk roads, main roads, railways, airlinks, telecommunications... Coupled with all the other information covering all areas–costs, staffing, housing, education and amenities–the picture can quickly be built up, to show you the best location for your business and the advantages such a move would bring.



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BUSINESS EFFICIENCY EXHIBITION OLYMPIA

Gotch Marketing Ltd. automatically collates directly from any offset press or duplicator. Automatic programming enables any number of stations to be used without running through the full cycle; thus more than one job can be handled at any one time. Sheet sizes handled are 5 in. x 8 in. minimum to 12½ in. x 18 in. maximum. Each station accommodates up to at least a 100-page collated set.

G. A. HARVEY OFFICE FURNITURE LTD.

The new and exclusive 29 varieties of Harvey filing cabinets on show for the first time at the BEE are used for document and card-filing. They are available in 5-, 4-, 3- and 2-drawer (document filing); 10-, 5-, 8- and 6-drawer (card filing) plus the 3-drawer jumbo size filing cabinet. The range can deal with ISO documents and cards as well as the traditional English sizes. Many drawers are interchangeable between models.

New computer film at Business Efficiency Exhibition

THE BUSINESS Equipment Trade Association has ventured into films as a promotional medium for the first time. The result is 'Progress and Profit: Business Computers in Action', a 16mm sound colour film running for 20 minutes which will have its initial public showing at the Business Efficiency Exhibition. The film will be shown daily (together with the 15 minute COI film 'Design for Today') in the BEE cinema, first floor, Grand Hall.

Made for BETA by Drummer Films Limited, 'Progress and Profit' has been sponsored by 21 member companies of the Association. It is believed to be the first film of its kind to be produced in the United Kingdom. Many films have been designed primarily to sell specific computers and there have been a number explaining in an elementary way what an electronic digital computer is and how it functions as a system. But until now there seems to have been no contemporary film outlining broadly how data processing is used to assist the efficient and profitable running of commercial and industrial enterprises.

The film tells the story of a group of companies which already use computers and is about to add one more. In outlining some of the problems, activities and subsequent advantages experienced by this (fictitious) company in the introduction of their new computer, it provides useful guidance to real-life management and staff in organizations considering initial moves or further developments into the use of electronic data processing. Its primary role, therefore, is as a vehicle for educational and instructional purposes, although the film pre-supposes some knowledge of modern office systems.

The new Railex Lockablind cabinet. The blind is locked into the sides of the cabinet and is fitted with a secure lock.

HONEYWELL CONTROLS LTD.

The model 120 computer is the smallest in the Honeywell Series 200 range. As with all the Series 200, the 120 features the ability to select from a wide range of speeds, capacities and capabilities in tailoring a system to match any application. The machine has a memory speed of three-millionths of a second per character, the memory capacity ranging from 2,048 to 32,768 characters. Memory and random access storage are available, the 120 being readily expandable and fully compatible with other models in the range.

ICT LTD.

Input data can be read directly from commercial documents and supplied to a computer by the ICT Universal Document Transport. Two types of reading head can be fitted to the machine. Both are optical heads – one reads marks and the other alphanumeric characters printed in the ISO B font. In addition to reading, the Universal Document Transport is provided with output pockets into which the documents can be sorted. Small documents are read at 300 per minute, large documents at 150 per minute.

LITTON BUSINESS SYSTEMS LTD.

The Epic 2000 is a completely new electronic printing calculator that bridges the gap between computer and desk-top calculator. It remembers figuring routines so that thereafter all control key selections are automatic; prints all entries and selected answers on to paper tape, identifying minus results and percentage increases or decreases; has a separate electronic unit which can be located off the desk-top; and is programmed by the operator simply pressing a key marked 'learn'. The Epic requires no special atmospheric conditioning.

LUCAS OF LONDON LTD.

Lucas has recently been awarded a contract to manufacture new furniture for British Rail and the BR Export Range has been developed for this purpose. It is the result of close collaboration between BR architects, medical and ergonomists departments and the manufacturers. Furniture in this range is 'knock-down' in construction, and any item can be easily dismantled and reassembled in a different way by unskilled labour using only a screwdriver. Wood parts are mahogany, metal frames are finished polychromatic grey, and handles are matt chromium plate. The range is freely available both in the home market and for export.

MBC (OFFICE SYSTEMS) LTD.

The Super Starline is an electrically operated card index system. Constructed on the simple principle of a motor-driven wheel, it will operate efficiently for years without attention, and is suitable for virtually any card size, including aperture film cards. It provides very high capacity (e.g. up to 150,000 size 5 in. x 3 in.) with a six-second reference to any one card. Prices are from £350.

MODERN TELEPHONES (GB) LTD.

The Modernphone Ring-Master systems create an entirely new image for internal communication services with almost instantaneous contact to other instruments by push-button operation and then hand-free loudspeaking conversations. The 'building block' principle is used to enable a basic system to be expanded without major modification. Ring-Master systems can cater for a requirement of from 2 points to 2,000 or more.

OLYMPIA BUSINESS MACHINES CO. LTD.

The Olymax is a programmable automatic typewriter with a number of applications for systems work in offices because of its ability to store, obey, skip or ignore orders or commands by the pressing of buttons for individual tasks. For widening the field of working the Olymax may have additionally connected a second reader and/or punch, while utilizing all the functions of a modern electric typewriter.

(*Continued on page* 825)

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Directors: J. M. S. Risk Ph.D. G. Ronald Coe O. W. Standingford

Courses are held in first-class hotels in London and Manchester, and by request at clients' premises.

LONDON 1966 October-December		LONDON 1967 January-March
	TOP MANAGEMENT	
October 26	Key Facts and Figures for the Company Secretary	March 15
October 27	Top Data for the Finance Executive	February 9
November 15	Top Data for Top Men (What the Managing Director needs to know)	February 23
November 29	*Computers and Top Management Better Annual Reports?	March 16
	TRAINING	
November 8	*Office Training and the Industrial Training Act	February 28
November 23	How to calculate and evaluate Training Costs	February 22
	MANAGEMENT TECHNIQUES	
November 24	Value Analysis for Cost Reduction	February 8
	Operational Research	January 17-19
	Mathematics for Managers	March 9
	Modern Management Techniques	March 14-16
	FINANCIAL MANAGEMENT	
October 4	*Discount the Cash Flow	January 24
November 23	" " " "	
October 18	DCF in Practice	January 25
December 7	" " "	
November 8	Basic Financial know-how for the non-financial Executive	February 22
	MARKETING MANAGEMENT	
October 6	How to Improve your Sales Administration	January 26
November 29	" " " " " "	
October 12	Control of Transport Costs	February 2
December 1	" " " "	
October 19	How to Forecast and Budget Sales	January 31
December 8	" " " " " "	
	PRODUCTION MANAGEMENT	
October 11	Stock Control and Reduction	February 1
November 30	" " " "	
November 16	Key Figures for Production Management	March 7
November 22	*How to Plan for Cost Reduction	February 28
	MANAGEMENT ACCOUNTING	
October 5	Speed up your Monthly Accounts	February 8
November 24	" " " " "	
October 13	Management Accounting for the non-financial Executive	February 21
December 6	" " " " "	
October 25	*Tune up your Cost System	February 7
November 1	*How to install Budgetary Control & Standard Costs	February 7
November 17	How to Classify and Code Accounts	March 8
	Standard Marginal Costing	March 9
	ADMINISTRATION	
November 9	*How to do Job Grading (Clerical)	February 1
November 10	*How to set Office Salary Scales	February 2
November 22	*How to Improve your Filing	March 2
November 30	*Streamline your Paper Work	
December 1	*The Private Secretary as 'PA'	March 1
	*How O & M cuts Office Costs	January 31

*Courses so marked are also being held in Manchester. Dates on application.

Further details from the Secretary for Courses,

MANAGEMENT COURSES LIMITED, ALBANY COURTYARD, PICCADILLY, LONDON. W.1

PUNCHED CARD ACCESSORIES LTD.

For paper tape users Punched Card Accessories offer the first all-British heat-sealing tape splicer, the Thermopress, selling at approximately £90 and replacing the more elaborate unit previously imported from the United States and listed at £280. It is intended that this addition to the Punched Card Accessories range will bring splicing perfection within the budget of the small volume user.

RANK XEROX LTD.

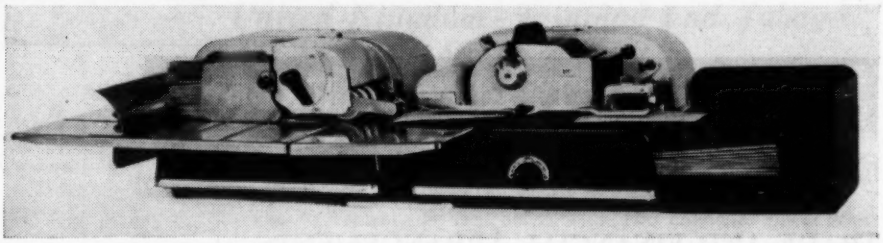
Rank Xerox are mounting the first public display of xeroduplicating in the United Kingdom on Stand No. 205. The chief feature of the new range is the ability to make xeroduplicating direct from an original duplicate without the use of a master – you simply dial the number of copies and press a button. The machine for the highest volume user is the 2400, so called because that is the rate at which it makes xeroduplicates—2,400 per hour.

REMINGTON RAND LTD.

Claimed to be the only digital printer on the United Kingdom market with up to 25 registers, the new '600 MD' and '700 MD' range can be seen on Stand No. 28. Designed to check, record, list and total measurements, weights, volume and other recordings from a wide range of devices, these printers can be linked to mechanical, electric or electronic weighing machines or to instruments such as pressure gauges, revolution counters and flowmeters. When linked to electric or electronic weighing machines, the digital printer can give a print-out of weights and classifications and has add/subtract possibilities to obtain net weights.

THE SHANNON LTD.

Two complete new ranges of modular furniture are being introduced at this year's BEE. They are known as Cosmoline in wood, designed by Clive Latimer, and Cosmoline in steel, designed by James Wilkes. The first is all wood, namely teak, the other being entirely of steel with the exception of the wood tops.



The new Neopost 605 is a unique high-speed table-model franking machine which automatically feeds, seals, franks, stacks and counts in one operation. Specially designed for the dispatch of direct mail, invoices, statements and other bulk mailings, it has a maximum speed of 10,000 items an hour.

STANDARD COIN COUNTING CO.

The 'Sprinter' Model 'M' coin counting machine is fitted with a conveyor belt for automatic feeding of coins and has an automatic protection switch with a predetermined cut-out stopping the machine at any quantity of coins from zero to 10,000. It also has an automatic feeder battery for wrapping coins in tubular cartridge form. After counting a predetermined quantity, the machine stops and the coins can be found in a tubular roll of paper in cylindrical form. This procedure can be continued until the last feeder tube, the sixth one, is filled.

STRATFORD SAFE CO. LTD.

For the highest risks Stratford now introduces an entirely new massive Bankers' Cash Safe with a weight of 2 tons, and a body and door incorporating the latest alloys for protection against sophisticated methods of oxygen cutting. This example of heavy security engineering is designed to resist the scientific methods of attack now available to the modern cracksman.

THE TAN-SAD CHAIR CO. (1931) LTD.

The 'Clifton' Model LH2 is a chair constructed almost entirely of die-cast aluminium castings, together with a new type of patented backrest adjustment. It was recently entered in a design competition sponsored by the Council of Industrial Design, being one of nine designs awarded a commendation.

WATERLOW AUTOMATION SERVICES LTD.

Recollator for High Speed Separators. This is an added extension to four-, six- and eight-part High Speed Separators to recollate forms into sets in a continuous pack without carbons. Forms are run over the separators to remove carbons, and each part refolds on to its individual tray. By passing all or some of the forms over the recollator they refold back into a pack of continuous forms without carbons interleaved.

FULLY AUTOMATIC MULTIPLICATION FOR UNDER £80

Allow me to introduce the OMAL Contex 30 Calculator. Electric and *fully* automatic. Fully guaranteed, too. It gives you lightning fast addition and subtraction, completely automatic multiplication, and division. And that's not all—there's a special key for multiplication with a constant factor!

So simple even I can use it . . . the keyboard can be mastered in minutes, and it doesn't matter whether you're right or left handed. It's a ten-key calculator, and it costs less than £80!

You don't believe it? Neither did I. So quick—write to OMAL for full details while the hallucination lasts!

omal

OFFICE MACHINERY LTD

SEE THEM ON STAND No.405 AT THE B.E.E

Omal House, 169 Tottenham Court Road, London W.1., Tel: EUSton 6821/9

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Rumania

QUOTA LISTS relating to the trade arrangement between the United Kingdom and Rumania for the period October 1, 1966 to September 30, 1967, have now been agreed. Details of the new quotas are set out below.

Rumanian goods for import into the United Kingdom during the period October 1, 1966 to September 30, 1967

Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Horsemeat	50
3	Chilled and frozen beef including offals and organs	5,000 tons
4	Pork meat including offals and organs	p.m.
5	Bacon	1,500 tons
6	Canned beef	100
7	Canned pigmeat (other than ham and pork loin)	50
8	Canned ham	35
9	Salami and sausages, including canned frankfurters	25
10	Game and venison	p.m.
11	Poultry	p.m.
12	Fully cooked poultry (including canned boneless poultry)	30
13	Rabbit meat	30
14	Other meat products	p.m.
15	Fresh vegetables excluding onions and shallots, garlic, potatoes and tomatoes	40
16	Onions and shallots and garlic (*of which* not more than 100 tons of onions to be imported between August 1 and November 30)	1,150 tons
17	Fresh tomatoes (*of which* not more than 50 tons to be imported between May 1 and October 31)	200 tons
18	Dehydrated and dried vegetables (other than mushrooms)	100
19	Dehydrated and dried mushrooms	40
20	Frozen vegetables (*of which* not more than 40 tons for peas)	85 tons
21	Tomato puree	200
22	Canned tomatoes	200
23	Canned vegetables, other than tomatoes (*of which* not more than £60,000 for peas, beans and carrots)	115
24	Canned ready-made dishes containing both meat and vegetables	30
25	Cucumbers, pickled or in brine	40
26	Pickled paprika and tomato paprika	20
27	Onions, pickled or in brine	35
28	Vine leaves	5
29	Sauerkraut	15
30	Fresh fruit (*of which* not more than 60 tons for apples and pears *of which* not more than 15 tons to be imported between July 1 and December 31)	500 tons
31	Grapes	30
32	Dried fruit:	
	(a) Prunes	150
	(b) Other	50
33	Walnuts and walnut kernels	250
34	Frozen fruit	75 tons
35	Fruit pulp and fruit puree *of which* not more than 50 tons for strawberry, 50 tons for raspberry and 100 tons for blackcurrants	1,000 tons
36	Tomato juice, fruit juices and syrups	60
37	Canned fruit (*of which* not more than £15,000 for strawberry and raspberry, £5,000 for apple, £15,000 for plum and £5,000 for blackcurrant)	85
38	Jams and jellies (*of which* not more than 800 tons for strawberry, raspberry, blackcurrant and plum)	1,300 tons
39	Wine	300
40	Other alcoholic beverages	50
41	Butter	325 tons
42	Honey	120
43	Sturgeon, fresh, frozen, salted or smoked	20
44	Canned fish	10
45	Caviare and frogs' legs and crawfish tail frozen and in brine	25
46	Chocolate and sugar confectionery	100
47	Cheese	60
48	Spaghetti, macaroni, noodles and vermicelli	20
49	Beech cases and parts	200
50	Softwood cases and parts	p.m.
51	Wooden barrels and parts	50
52	Wooden furniture and parts	340
53	Bentwood chairs and parts	375
54	Wicker-work furniture	10
55	Wooden school requisites (other than pencils)	40
56	Wooden sport goods (other than fishing tackle)	10
57	Wooden boats	10
58	Wooden articles for the textile industry	10
59	Domestic woodware including toothpicks	30
60	Wooden musical instruments, accessories and parts	30
61	School exercise books	15
62	Paper bags and paper sacks	30
63	Paper and paper board manufactures not elsewhere specified	25
64	Synthetic rubber	50
65	Calcium carbide	200
66	Plastics materials and products including but not limited to P.V.C. and P.V.C. products, not elsewhere specified	300
67	Fertilizers	350
68	Chemicals, including but not limited to methanol and polystyrene, subject to type	600
69	Pharmaceutical chemicals, subject to type	120
70	Toilet preparations	20
71	Tractors	50
72	Complete installations and industrial equipment	100
73	Road and building machinery	50
74	Machine tools	20
75	Electrotechnical products including electric motors	100
76	Microscopes and binoculars, medical and surgical instruments, equipment and appliances (including parts)	20
77	Sewing machines and parts	10
78	Bicycles and parts	5
79	Domestic scales	5
80	Electric wires and cables	10
81	Aluminium oxide	10
82	Sanitary articles	20
83	Marble	20
84	Cement	100
85	Mechanically drawn window glass	50
86	Domestic glassware, undecorated or decorated (*of which* not more than £70,000 for cut and decorated glassware by etching, engraving or intaglio and gold enamel)	120
87	Tableware of china, porcelain or earthenware	25
88	Christmas tree decorations	10
89	Man-made fibres, subject to type	180
90	Cotton and man-made fibre fabrics (*of which* not more than £30,000 for cotton)	190
91	Silk fabrics	15
92	Hosiery and knitwear (other than gloves)	215
93	Leather clothing	65
94	Leather gloves	27·5
95	Other clothing, excluding fur clothing and clothing containing lace or lace net (*of which* not more than £70,000 for cotton clothing)	205
96	Linen tea towels and towelling	20,000 square yards
97	Manufactures of linen other than tea towels and towelling, not elsewhere specified	8
98	Manufactures of hemp	15
99	Footwear, with uppers of leather	600
100	Carpets and rugs (*of which* not more than £100,000 for carpets of a c.i.f. value of less than £5 per square yard)	250
101	Toys and games	50
102	Handicrafts (textiles other than clothing)	20
103	Handicrafts (wooden and ceramic)	15
104	Leather articles	15
105	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (*of which* not more than £3,500 for willow, cane and wicker)	60
106	Matches	10
107	Books and periodicals	50
108	Gramophone records	10
109	Alabaster products	10
110	Ball bearings	20
111	Rubber tyres and tubes	250
112	Domestic hardware goods	10
113	Miscellaneous goods including but not limited to: Musical scores; Magnetic tape; Stamps; Pictures and prints	125
114	Tobacco leaves	50 (a)
115	Chipboard	150 (a)
116	Bleached cellulose made of rush	500 (a)
117	Films	20 (a)

p.m. *pro memoria.*
(a): Goods under Open General Licence.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

UNITED KINGDOM AND RUMANIA, *continued*

United Kingdom goods for import into Rumania during the period October 1, 1966 to September 30, 1967

Item No.	Description	Value £'000
1	Pedigree livestock	65
2	Miscellaneous agricultural and food products of United Kingdom origin or manufacture, including but not limited to dairy products, including nisin, pectin, cereal breakfast foods, fish of all descriptions, cod liver oil, vegetable oils, coffee extracts and essences, chocolate and sugar confectionery	110
3	Whisky and other potable spirits	30
4	Wool tops, noils and waste	600
5	Essential oils and flavouring essences	10
6	Toilet preparations and aromatic materials	5
7	Chemicals, including but not limited to pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastics materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85 per cent magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds, magnesium chemicals (including light magnesium oxide, light magnesium carbonate and magnesium hydroxide)	1,000
8	Leather, and dressed furs and manufactures thereof (other than clothing)	20
9	Rubber products, including but not limited to tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	125
10	Veneers of exotic wood	10
11	Wool yarns	20
12	Woollen piece-goods	50
13	Cotton yarns and cotton and man-made fibre piece-goods	50
14	Man-made fibres	150
15	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	75
16	Linen and silk yarns and threads and manufactures thereof	5
17	Lace and lace net	10
18	Leathercloth and table oil baize	p.m.
19	Cordage, cables, ropes and twine	20
20	Tyre cord and tyre cord fabric	500
21	Refractory materials, not elsewhere specified, including refractory construction materials	100
22	Crucibles and crucible furnaces	20
23	Electric carbons	30
24	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	80
25	Abrasives of all kinds, including those used for glass grinding	10
26	Aluminium foil	10
27	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	100
28	Safety razors and safety razor blades	20
29	Resistance welding and brazing alloys	10
30	Engineers' small tools, portable power tools and hand tools	60
31	Factories, plants, machinery, including but not limited to machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leather-working and tanning machinery, pulp and paper machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment, office machinery including data processing equipment, weighing machinery, tobacco machinery, brush making machinery	5,900
32	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold rolled strip)	600
33	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	75
34	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	250
35	Radar, radio and television apparatus including valves and components, and tape recording equipment	200
36	Electro medical apparatus and X-ray equipment	10
37	Electric cables, wires, strips and strands	50
38	Electric railway locomotives	p.m.
39	Motor cars, industrial and commercial vehicles (including automative cranes) and automotive internal combustion engines and parts and accessories therefor	300
40	Aircraft, aero-engines and aircraft equipment	p.m.
41	Clothing (including knitwear), headwear and footwear	25
42	Scientific and industrial instruments, gauges and measuring instruments, industrial electronic equipment and components, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth), and hearing aids	400
43	Technical and scientific photographic materials and chemicals	10
44	Exposed cinematograph film	30
45	Books and periodicals	25
46	High purity metals and spectrographically standardized substances	10
47	China clay	60
48	Paper, paperboard, and manufactures thereof	85
49	Fire fighting appliances	25
50	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists colours; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; Mechanical lighters; Cutlery and flatware; Hollow-ware.	100

p.m.: *pro memoria*

United Kingdom - Trinidad and Tobago Air Services Agreement

FOLLOWING TALKS between a delegation for the Trinidad and Tobago Government led by HE Mr. Andrew Rose, High Commissioner for Trinidad and Tobago in London and a United Kingdom delegation from the Board of Trade and the Commonwealth Office, an agreement was initialled on September 22 on the terms of an Air Services Agreement between the two countries.

The Agreement, the first between the two countries since Trinidad and Tobago became independent, provides for the continuance of existing air services and affords scope for additional services between Trinidad and Tobago, the British West Indian islands, the Americas and the United Kingdom.

Tunisia and Rumania

THE TUNISIAN *Journal Officiel* of August 23-26 announced the renewal, for a further year from May 1, 1966, of the trade agreement of 1964 between Tunisia and Rumania. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Pakistan

THE TUNISIAN *Journal Officiel* of August 23-26, announced the renewal, for a further year from April 1, 1966, of the trade agreement of 1965 between Tunisia and Pakistan. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and the Democratic Republic of the Congo (Kinshasa)

THE TUNISIAN *Journal Officiel* of August 23-26 announced the renewal, for a further year from May 30, 1966, of the trade agreement of 1964 between Tunisia and the Democratic Republic of the Congo (Kinshasa). Quotas under the agreement remain unchanged and all imports will be made 'according to need'.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Tunisia and Spain

THE TUNISIAN *Journal Officiel* of August 23-26 announced the renewal, for a further year from April 1, 1966, of the trade agreement of 1961 between Tunisia and Spain. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Benelux

THE MOROCCAN *Bulletin Officiel* of August 17, announced the renewal, for a further year from July 1, 1966, of the trade agreement of 1958 between Morocco and Benelux. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Morocco and Denmark

THE MOROCCAN *Bulletin Officiel* of August 17 announced the renewal, for a further year from July 1, 1966, of the trade agreement of 1961 between Morocco and Denmark. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 458/9/61).

Going to Australia or New Zealand?

Your trip will be all the more enjoyable if you take these free travel guides with you. Prepared by Australia and New Zealand Bank, they give just the kind of information a visitor is glad to have. Together, they cover the principal cities of both countries, and each includes a clearly-marked map of the particular city and suburbs concerned. You are very welcome to any of the guides you need. We'll be pleased to give you other helpful information, too, about emigration, industry, trade and finance. Write or telephone today.

A·N·Z

Australia and New Zealand Bank Limited

HEAD OFFICE: 71 CORNHILL, LONDON, E.C.3, AVEnue 1281
OVER 1100 BRANCHES AND AGENCIES

In the face of strong international competition, Blundell-Permoglaze Limited of Hull, Birmingham and Slough, secured an £8,600 order for paint for use on the luxury Mayflower Hotel in Bangkok.

Morocco and Spain

THE MOROCCAN *Bulletin Officiel* of August 17 announced the renewal, for a further year from July 1, 1966, of the additional protocol to the trade agreement of 1962 between Morocco and Spain. Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Iranian Investment Corporation

IT HAS BEEN announced by the Iranian Oil Consortium that the Iranian Investment Corporation with a capital of £2 million has now been registered in Iran.

The purpose of the corporation is to encourage the development of industry in Iran by participation in the equity capital of joint stock companies involved in small to medium projects in the private sector. The corporation will also consider agricultural investment and emphasis will be given to the establishment of projects providing employment bringing social benefits and saving or earning foreign exchange.

The headquarters of the corporation are in Tehran, but any inquiries concerning the corporation or projects in which it might be interested should be directed at the general manager of the Iranian Oil Services Ltd. in London. The address is 3 Finsbury Square, London, E.C.2. (Tel. Monarch 9811).

Small packets service to India

THE GPO has announced that the small packets service is now available to India. This service is designed for the transmission of goods, dutiable or not, in the same mail as printed papers, which generally travel more quickly than the parcel mails. More comprehensive details of the service may be obtained from any post office.

Hints to businessmen visiting the Philippines and Togo

REVISED EDITIONS of the booklets on The Republic of the Philippines and Togo have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Midland Bank Service during the BRITISH SHOPPING WEEK in Florence

OCTOBER 8-16, 1966

The Midland Bank's specialised service for overseas traders will be available in Florence during the period of the "British Shopping Week". Any help or advice required during this time in connection with international trade will gladly be given by our representative, Mr. G. L. Clarke, a Deputy Assistant Manager of our Overseas Branch, London and a member of the Bank's Panel for Overseas Trade Development, who can be contacted at the Grand Hotel, Piazza Ognissanti 1 (off Lungarno Amerigo Vespucci), (telephone 29 44 01).

If you are participating in this "British Shopping Week" and we can be of any assistance BEFORE you travel, you are invited to get in touch with Mr. Clarke in advance, either at Overseas Branch, 60 Gracechurch Street, E.C.3 (telephone MONarch 9944), or through any of our 2,600 branches in England and Wales.

Midland Bank

EXPERT AID FOR EXPORT TRADE

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433, Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(183/66) Canal Construction for Institute de Desarrollo del Valle Interior. (Further Information.) October 18. This tender cancelled, re-issued as Tender (No. 11). E.S.B. 14329/66.

AUSTRALIA

(182/66) Insulators for Brisbane City Council. October 14. E.S.B. 34632/66.*

(186/66) Rolling Stock for Commonwealth Railways. (Further Information.) Tender documents now available. E.S.B. 33485/66.*

Postmaster-General's Department:

(186/66) Trench Excavators. October 20. E.S.B. 35244/66.*

(186/66) Insulation and Resistance Tester. October 25. E.S.B. 35245/66.*

(186/66) Postal Scales. November 3. E.S.B. 35247/66.*

(186/66) High Frequency Testing Equipment. October 25. E.S.B. 35246/66.*

(186/66) Water Tank Wagons for South Australian Railways. November 8. E.S.B. 35278/66.

State Electricity Commission of Victoria:

(185/66) Travelling Stacker. December 5. E.S.B. 35227/66.*

(185/66) Capacitor Banks. November 21. E.S.B. 35228/66.*

(186/66) Concrete Structures for Water Intake System for State Electricity Commission of Western Australia. December 12. E.S.B. 34909/66.*

BURMA

Myanma Export Import Corporation:

(183/66) Brass Tubes. October 15. E.S.B. 34642/66.*

(183/66) Centrifugal Separator Parts. October 15. E.S.B. 34643/66.*

(183/66) Spares for Diesel Engine. October 15. E.S.B. 34644/66.*

(183/66) Spares for Air Compressors. October 15. E.S.B. 34645/66.*

(183/66) Petrol Engine and Pump Parts. October 15. E.S.B. 34646/66.*

(183/66) Spares for Road Rollers. October 15. E.S.B. 34647/66.*

(183/66) Metal Drum Sheets. October 15. E.S.B. 34655/66.*

This year's President of the Permanent Commission of Eurocontrol, Mr. Roy Mason, Minister of State, Board of Trade, visited Eurocontrol's headquarters in Brussels and its experimental centre at Brétigny, France, on September 8. Looking at the Plessey radar consoles of the air traffic control simulator made by the consortium of CSF-Plessey Radar-Telefunken are (left to right) Monsieur R. Bulin, Director-General of the Eurocontrol Agency; the Minister; Mr. D. D. Lipman, Director of the Eurocontrol Experimental Centre.

(183/66) Fireclay. October 15. E.S.B. 34656/66.*

(183/66) Drilling Equipment. October 20. E.S.B. 34660/66.*

(183/66) Drilling Accessories. October 20. E.S.B. 34661/66.*

(183/66) Drilling Accessories. October 20. E.S.B. 34662/66.*

(183/66) Pyrometric Recording Apparatus. October 20. E.S.B. 34665/66.*

(183/66) Wrapping Paper. October 15. E.S.B. 34671/66.*

(183/66) Aviation Anti-Knock Compound. October 15. E.S.B. 34672/66.*

(183/66) Bolts and Nuts. October 15. E.S.B. 34673/66.*

(183/66) Mercury. October 15. E.S.B. 34674/66.*

(183/66) Machinery Spares. October 15. E.S.B. 34675/66.

(183/66) Acetylene Cylinders. October 15. E.S.B. 34676/66.*

(183/66) Heat Exchange Tubes. October 15. E.S.B. 34677/66.*

(183/66) Regulator Assembly. October 15. E.S.B. 34678/66.*

(183/66) Spares for Petrol Engine. October 15. E.S.B. 34679/66.*

(183/66) Protective Clothing. October 15. E.S.B. 34686/66.*

(183/66) Spares for Diesel Engines. October 15. E.S.B. 34687/66.*

(183/66) Drum Manufacturing Materials. October 15. E.S.B. 34688/66.*

(183/66) Sparking Plugs. October 15. E.S.B. 34690/66.*

(184/66) Metal Spraying Wire. October 15. E.S.B. 34689/66.*

(187/66) M.S. Wire. October 15. E.S.B. 35290/66.*

(187/66) Wire. October 15. E.S.B. 35291/66.*

(187/66) Screws. October 15. E.S.B. 35292/66.*

(187/66) Bolts and Nuts. October 15. E.S.B. 35293/66.*

(187/66) Padlocks. October 19. E.S.B. 35508/66.*

(187/66) Welded Mesh. October 22. E.S.B. 35511/66.*

(187/66) Batteries. October 15. E.S.B. 35297/66.*

(187/66) Storage Battery. October 15. E.S.B. 35298/66.*

(187/66) Chemicals. October 15. E.S.B. 35300/66.*

(187/66) Dog Spikes. November 9. E.S.B. 35517/66.*

CANADA

(182/66) Cable and Terminations for British Columbia Hydro and Power Authority. November 15. E.S.B. 34621/66.

(186/66) Hydro-Electric Generating Station for Manitoba Hydro. Closing date not known. Preliminary documents now available. E.S.B. 34376/66.*

CHILE

(185/66) Telephone Line Equipment for Direccion de Aprovisionamiento del Estado. October 13. E.S.B. 35213/66.*

COLOMBIA

Empresas Publicas de Medellin:

(185/66) Water Pipes and Accessories. November 9. E.S.B. 34993/66.

(185/66) Electrical Meters. October 14. E.S.B. 34994/66.*

COSTA RICA

(185/66) Radio Base Stations for El Instituto Costarricense de Electricidad. October 13. E.S.B. 34974/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(183/66) Electrical Materials. October 15. E.S.B. 34666/66.

(183/66) Tyres. October 17. E.S.B. 34667/66.

(183/66) Spring Steel. October 22. E.S.B. 34668/66.

(183/66) Carbide Tipped Tools. October 24. E.S.B. 34669/66.

(184/66) Steel Chains. October 29. E.S.B. 34960/66.

FORMOSA

Central Trust of China:

(182/66) Dating Device. October 12. E.S.B. 34607/66.*

(182/66) Electrodes. October 12. E.S.B. 34608/66.*

(186/66) Wagon Shunter. October 17. E.S.B. 35231/66.*

(186/66) Stainless Steel. October 17. E.S.B. 35232/66.*

(186/66) Winches. October 22. E.S.B. 35281/66.*

(186/66) Voltage Regulators. October 21. E.S.B. 35284/66.*

(186/66) Combustible Gas Indicators. October 17. E.S.B. 35242/66.*

(186/66) Electronic Tubes. (Further Information.) Re-issued now. October 19. E.S.B. 27395/66.*

(186/66) Inverter Panel. (Further Information.) Re-issued October 14. E.S.B. 29470/66.*

(187/66) Inner Parts for Ammonia Converter. October 18. E.S.B. 35287/66.*

(187/66) Fork Lift Truck. October 18. E.S.B. 35233/66.*

Telecommunications transmitter equipment, the type seen here undergoing final testing, has been ordered by Nigeria. It will be used on the ship-to-shore radio telephone link to be brought into service at Lagos early next year. The equipment, complete with high-grade drive apparatus and spares, has been ordered from the Radio Systems Division of the Plessey Electronics Group by the Nigerian External Telecommunications Limited.

(187/66) Flow Meters. October 17. E.S.B. 35234/66.*
(187/66) Boiler Tubes. October 17. E.S.B. 35235/66.*
(187/66) Tipping Paper. October 15. E.S.B. 35238/66.*
(187/66) Boiler Insulation Materials. October 21. E.S.B. 35239/66.*
(187/66) Voltage Regulators. October 19. E.S.B. 35240/66.*
(187/66) Suspension Insulators. October 20. E.S.B. 35241/66.*
(187/66) Heat Exchanger Tubes. October 20. E.S.B. 35280/66.*
(187/66) Tobacco Machinery. October 20. E.S.B. 35282/66.*

GERMANY

(185/66) Laboratory Equipment for Berlin Technical University. October 26. E.S.B. 34968/66.

GREECE

(184/66) Air Compressors for Ministry of Agriculture. October 12. E.S.B. 34938/66.*

HONG KONG

(184/66) X-ray Equipment for Government Stores Department. October 21. E.S.B. 34942/66.

INDIA

Atomic Energy Establishment:
(184/66) Portable Transistor Washing Unit. (Further Information.) Tender documents now available. E.S.B. 34066/66.*
(184/66) Resistor Printer. (Further Information.) Tender documents now available. E.S.B. 34067/66.*
(186/66) Tributyl Phosphate. October 24. E.S.B. 34998/66.
(183/66) Circular Saw Sharpener for Beas Purchase Organization. December 7. E.S.B. 34663/66.*
Director General of Supplies and Disposals:
(184/66) Tin Ingots. November 29. E.S.B. 34929/66.*
(186/66) Pig Lead. (Further Information.) E.S.B. 33415/66.*
(187/66) Hydraulic Wheel Press. November 18. E.S.B. 35294/66.*
Farakka Barrage Project:
(183/66) Cranes. November 9. E.S.B. 34639/66.
(183/66) Floating Cranes. November 8. E.S.B 34636/66.
(183/66) Crane. November 9. E.S.B. 34638/66.
(184/66) Zinc; Steel Rods and Wire for Government of Maharashtra. October 12. E.S.B. 34930/66.
(184/66) Control Panels for Government of Mysore. (Further Information.) Postponed to October 20. E.S.B. 25027/66.*
(184/66) Metals for Heavy Electricals (India) Ltd. (Further Information.) Postponed to October 20. E.S.B. E.S.B. 33412/66.*
(183/66) Steam/Air Hammer for India Supply Mission. November 7. E.S.B. 34915/66.
Madras State Electricity Board:
(183/66) Power Line Project. October 24. E.S.B. 34903/66.*
(184/66) Electric Measuring and Testing Instruments. October 25. E.S.B. 34904/66.*

IRAN

(181/66) Electric Lamps for Iranian State Railways. November 27. E.S.B. 32757/66.*

IRAQ

(185/66) Metals for Administration of Distribution of Oil Products. October 22. E.S.B. 35201/66.
(185/66) Paint for Iraqi Republic Railways Service. November 7. E.S.B. 35202/66.
Ministry of Defence:
(187/66) Overall. Closing date not stated. E.S.B. 30442/66.*
(186/66) Direction Finder Stations. November 8. E.S.B. 35215/66.*
(186/66) Tyres and Tubes. November 5. E.S.B. 35216/66.*
Ministry of Finance:
(186/66) Operating Tables. December 10. E.S.B. 34999/66.*
(186/66) Dental Equipment. December 11. E.S.B. 35000/66.*
Posts, Telegraphs and Telephone Administration:
(186/66) Transmission Equipment. (Further Information.) Tender documents now available. E.S.B. 32824/66.*
(186/66) Telephone Line Concentrators. (Further Information.) Tender documents now available. E.S.B. 34039/66.*

JAMAICA

Jamaica Public Service Co. Ltd.:
(183/66) Lightning Arrestors. October 21. E.S.B. 34648/66.*
(183/66) Stay Wire. October 17. E.S.B. 34649/66.*
(185/66) Voltage Regulator. October 25. E.S.B. 34965/66.*
(185/66) Insulators. October 27. E.S.B. 34966/66.*
(185/66) Electrical Hardware. October 24. E.S.B. 34967/66.*

KENYA

(184/66) Teleprinters for E.A. Posts and Telecommunications Administration. (Further Information.) October 18. E.S.B. 33791/66.
East African Railways and Harbours:
(183/66) Permanent Way Materials. Apply by October 17. E.S.B. 34901/66.
(186/66) Wheel Lathe. October 25. E.S.B. 35229/66.

KUWAIT

Central Tenders Committee:
(183/66) Double Flanged Gate Valves. October 15. E.S.B. 34681/66.*
(183/66) Meters; Transformers. October 15. E.S.B. 34982/66.*
(183/66) Pumping Sets; Machine Tools. October 15. E.S.B. 34683/66.*
(183/66) Domestic Appliances. October 15. E.S.B. 34684/66.*
(183/66) Fans. October 15. E.S.B. 34685/66.*

MALAYSIA

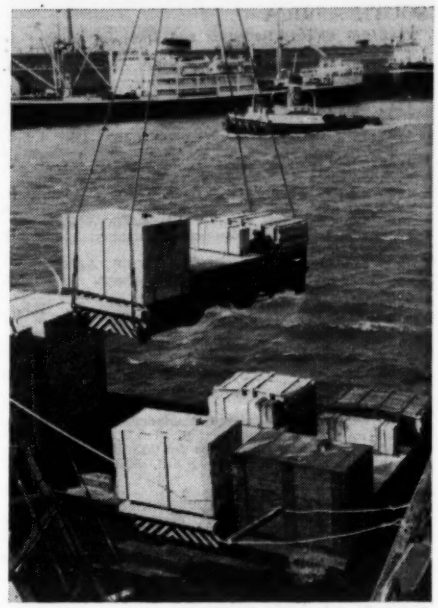
(185/66) Irrigation Project for Ministry of Agriculture. October 31. E.S.B. 34962/66.
Ministry of Defence:
(185/66) Miscellaneous Items. (Further Information.) Closing date extended to October 14. E.S.B. 34100/66.
(185/66) Miscellaneous Equipment. October 14. E.S.B. 35214/66.
(184/66) Cement for Director of Public Works. November 7. E.S.B. 34944/66.

MALTA

Director of Contracts:
(184/66) Electric Radiators. October 19. E.S.B. 34948/66.*
(184/66) Cable. October 19. E.S.B. 34949/66.*
(184/66) Solder. October 19. Tender documents now available. E.S.B. 34950/66.*
Education Department:
(184/66) Electrical Materials. October 18. E.S.B. 34945/66.
(184/66) DC Power Supply Pack. October 18. E.S.B. 34947/66.

NEW ZEALAND

Waitemata Electric Power Board:
(186/66) Transformers. October 28. E.S.B. 35251/66.*
(186/66) Switchgear. October 28. E.S.B. 35252/66.*
(186/66) Circuit Breakers. October 28. E.S.B. 35253/66.*



Twenty-one-ton trolley/battery electric locomotives aboard the heavy lift floating crane at Birkenhead prior to being loaded aboard the Vishva Kalyan en route for Bombay. These locomotives are part of a contract for 12 for the Beas Irrigation Project in India.

NIGER REPUBLIC

(184/66) Wells for Direction des Travaux Publics. October 14. E.S.B. 34951/66.

PAKISTAN

(185/66) Mechanical Installations for Atomic Energy Commission. October 24. E.S.B. 35209/66.
(184/66) Veterinary Hospital Equipment for Directorate of supply, Dacca. October 15. E.S.B. 34917/66.
East Pakistan Railway:
(182/66) Train Lighting Equipment. October 18. E.S.B. 34614/66.
(185/66) Galvanized Pipes. October 24. E.S.B. 34988/66.
(185/66) Steel Tyres. October 24. E.S.B. 34989/66.
(185/66) Axles. October 25. E.S.B. 34990/66.
(185/66) Steel Plates. October 25. E.S.B. 34991/66.
(185/66) Spring Hangars. October 25. E.S.B. 34992/66.
West Pakistan Railway Board:
(184/66) Workshop Machinery. October 31. E.S.B. 34931/66.*
(184/66) Steel Works Plant and Machinery. October 31. E.S.B. 34920/66.

PERU

(185/66) Tunnel Construction for Ministerio de Fomento y Obras Publicas. (Further Information.) Closing date postponed to November 28. E.S.B. 22590/66.

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SOUTH AFRICA

(185/66) Electric Radiators and Irons for Cape Provincial Tender Board. October 21. E.S.B. 34956/66.*
(186/66) Trimming Presses for South African Railways. October 28. E.S.B. 35219/66.*
State Tender Board:
(185/66) Laboratory Equipment. October 14. E.S.B. 34977/66.*
(185/66) Polythene Sleeves. October 18. E.S.B. 34983/66.*
(185/66) Engineers Hand Tools. October 13. E.S.B. 34981/66.*
(185/66) Laboratory Equipment. October 14. E.S.B. 34975/66.*
(185/66) Chemicals. October 14. E.S.B. 34976/66.*
(185/66) Laboratory Equipment. October 14. E.S.B. 34978/66.*
(185/66) Insulators. October 14. E.S.B. 34980/66.*
(185/66) Gas Cantop Protectors. October 14. E.S.B. 34982/66.*
(185/66) Polythene Sleeves. October 19. E.S.B. 34984/66.*
(185/66) Relays. October 19. E.S.B. 34985/66.*
(185/66) Plastic Saddles. October 19. E.S.B. 34986/66.*

SPAIN

(186/66) Radio-Telephone Equipment for Ministerio de la Governacion. November 8. E.S.B. 35254/66.
(186/66) Electron Microscope for Ministerio de Educacion y Ciencias. October 14. E.S.B. 35220/66.

SUDAN

(186/66) Water Treatment Plant and Pipeline for Central Electricity and Water Corporation. January 15. 1967. E.S.B. 35273/66.
(185/66) Cable for Department of Posts and Telegraphs. October 31. E.S.B. 34963/66.*
(184/66) Air Conditioning Plant for Ministry of Works. November 10. E.S.B. 34964/66.*

SYRIAN ARAB REPUBLIC

(182/66) Metals for Ministere des Communications. October 25. Tender documents (in French) available. E.S.B. 34601/66.*

TANZANIA

(185/66) Pumps for Directorate of Water Development and Irrigation. October 15. E.S.B. 35203/66.

THAILAND

Metropolitan Electricity Authority:
(184/66) Aluminium Conductor. October 18. E.S.B. 34698/66.*
(184/66) Aluminium Conductor. October 25. E.S.B. 34699/66.*
State Railway of Thailand:
(183/66) Air-Conditioned Saloon. (Further Information.) Tender documents now available. E.S.B. 34035/66.*
(183/66) Le Clanche Cells. October 18. E.S.B. 34697/66.
(182/66) Ganger Railcar. October 25. E.S.B. 34391/66.*
(182/66) Crossarms. October 11. E.S.B. 34651/66.
(183/66) Ballast Tampers. November 10. E.S.B. 34650/66.*

TURKEY

State Hydraulic Works:
(183/66) Echo-Sounder. October 17. E.S.B. 34652/66.*
(184/66) Bearings. October 13. E.S.B. 34692/66.*
(185/66) Dairy Plant Equipment for Turkish Milk Industries Corporation. October 24. E.S.B. 34973/66.*
Turkish Radio Television Association:
(183/66) Illumination System. October 17. E.S.B. 34654/66.*
(185/66) Electric Time Clocks. October 24. E.S.B. 34970/66.*
(185/66) Plasma Bottles for Turkish Red Crescent Association. October 17. E.S.B. 34971/66.*

URUGUAY

A.F.E. (State Railway):
(183/66) Cable, Cord and Wire. October 27. E.S.B. 34622/66.
(182/66) Grey Plumbago. October 27. E.S.B. 34623/66.
(183/66) Miscellaneous Machinery. October 26. E.S.B. 34629/66.
(183/66) Office Machinery. October 26. E.S.B. 34630/66.
A.N.C.A.P (State Oil and Alcohol Monopoly):
(182/66) Electric Light Bulbs. October 25. E.S.B. 34624/66.
(182/66) Calcium Hydrate. October 26. E.S.B. 34625/66.
(183/66) Iron and Steel. October 27. E.S.B. 34628/66.

Fadel Dalqamouni, Minister of Communications for Jordan, visited AEI Telecommunications Group factory at Woolwich recently for a demonstration of the REX advanced electronic telephone exchange system, which occupies about half the space required by existing electro-mechanical exchange equipment. In the picture from left to right are Mr. J. B. Warman, chief engineers, Fadel Dalqamouni, Minister of Communications for Jordan, Hassan Hammad and Hamzeh Shaweesh, Deputy Under-Secretary, Technical.

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Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (Telephone inquiries to City 5757, Ext. 427).

Australia
(185/66) Agency inquiry for ornamental fountains. E.S.B. 34182/66.
(185/66) Agency inquiry for valves. E.S.B. 34108/66.
(183/66) Inquiry for cutlery; glassware; holloware; linen; wooden ware. E.S.B. 34551/66.
(185/66) Inquiry for mineral ore flotation cell processing equipment. E.S.B. 32960/66.
(185/66) References to the Special Advisory Authority. C.R.E. 1560/66.

Bolivia
(184/66) Inquiry for medical bandages, plaster and stockings. E.S.B. 4152/66.

British Honduras
(183/66) Inquiry for agricultural machinery and equipment; chemicals; office supplies; processing and packing equipment; shipping equipment; workshop equipment. E.S.B. 33876/66.

Canada
(182/66) Agency inquiry for electrical equipment and accessories. E.S.B. 20500/66.
(182/66) Correction in respect of sawmill and logging maintenance equipment (147/66). E.S.B. 28256/66.
(183/66) Inquiry for women's clothing and accessories. E.S.B. 34568/66.
(184/66) Inquiry for domestic hardware; electrical appliances; restaurant equipment. E.S.B. 32903/66.
(185/66) Inquiry for chinaware; cutlery; domestic hardware; glassware; giftware. E.S.B. 34898/66.
(185/66) Inquiry for concrete products; hardware; sporting goods; toys. E.S.B. 33873/66.
(186/66) Inquiry for sales aids. E.S.B. 34568/66.
(186/66) Manufacture under licence – cranes. E.S.B. 35014/66.
(186/66) Inquiry for voiles. E.S.B. 35068/66.

Chile
(184/66) Joint venture – paper products making machinery and plant. E.S.B. 34585/66.

Denmark
(183/66) Agency inquiry for chemical and petrochemical products. E.S.B. 34270/66.
(184/66) Agency inquiry for domestic appliances; gift articles; glass and china; hardware; novelties; tools. E.S.B. 34829/66.
(184/66) Agency inquiry for hardware. E.S.B. 34725/66.
(186/66) Inquiry for carpeting squares; tiles. E.S.B. 33568/66.
(187/66) Inquiry for wire. E.S.B. 34496/66.

Finland
(184/66) Agency inquiry for carpets. E.S.B. 34375/66.
(186/66) Market report on engineers' small tools. E.S.B. 30816/66.

France
(184/66) Agency inquiry for industrial and agricultural tools and equipment. E.S.B. 34841/66.
(184/66) Agency inquiry for swimming pool accessories. E.S.B. 34763/66.
(184/66) Agency inquiry for toys. E.S.B. 34704/66.
(187/66) Agency inquiry for industrial paints; motor car accessories; technico-chemical products; tyres. E.S.B. 35385/66.

Germany, Federal Republic of –
(183/66) Inquiry for chemical raw materials; metal chemicals; synthetic odorants; saccharine and intermediate products. E.S.B. 34544/66.
(185/66) Import opportunity – canned green peas. C.R.E. 66/65.
(186/66) Import opportunity – ryegrass seeds. C.R.E. 66/65.
(187/66) Inquiry for protective clothing. E.S.B. 35108/66.

Iran
(185/66) Agency inquiry for compressors. E.S.B. 35147/66.

Iraq
(183/66) Inquiry for yarns. E.S.B. 34713/66.

Irish Republic
(185/66) Wholesale Tax.

Israel
(183/66) Agency inquiry for water desalination equipment and accessories. E.S.B. 34590/66.
(184/66) Agency inquiry for electronic equipment and components; pharmaceutical specialities. E.S.B. 12944/66.

Italy
(183/66) Agency inquiry for electrical and electronic equipment. E.S.B. 34535/66.
(183/66) Agency inquiry for foodstuffs. E.S.B. 34548/66.
(184/66) Agency inquiry for anaesthetic equipment; generators; surgical instruments and equipment. E.S.B. 34772/66.
(184/66) Agency inquiry for lubricants and additives; oil; petroleum products additives. E.S.B. 34778/66.
(187/66) Agency inquiry for clothing. E.S.B. 35462/66.
(187/66) Inquiry for crystalware. E.S.B. 35419/66.

Jordan
(183/66) Inquiry for emery cloth; rubber moulding machinery; sealing product making machinery. E.S.B. 10243/66.
(183/66) Inquiry for sheet metal; steel structure. E.S.B. 34554/66.

Kenya
(189/66) Inquiry for books; gift items. E.S.B. 34592/66.

Kuwait
(185/66) Agency inquiry for air conditioning plant and equipment. E.S.B. 35136/66.

Lebanon
(186/66) Manufacture under licence – pharmaceuticals. E.S.B. 32687/66.
(187/66) Inquiry for pharmaceutical specialities. E.S.B. 32586/66.

Malawi
(184/66) Inquiry for menswear. E.S.B. 33863/66.

Malaysia
(183/66) Inquiry for carbon paper producing machinery. E.S.B. 34582/66.
(186/66) Inquiry for foodstuffs and super market lines. E.S.B. 35186/66.

Netherlands
(184/66) Agency inquiry for tape. E.S.B. 34728/66.
(184/66) Inquiry for oats. E.S.B. 34703/66.

New Zealand
(187/66) Agency inquiry for floor cloth; linoleum. E.S.B. 35013/66.

Nigeria
(187/66) Agency inquiry for motor spare parts; structural building materials. E.S.B. 35461/66.
(183/66) Inquiry for watches; silverware; sports trophies. E.S.B. 34449/66.
(185/66) Inquiry for air-conditioning unit. E.S.B. 34700/66.

North America
(187/66) Store buyers visit London. E.S.B. 2519/66.

Norway
(185/66) Inquiry for motors. E.S.B. 19744/66.

Pakistan
(183/66) Agency inquiry for electrical testing equipment; electronic testing and measuring equipment; light machinery. E.S.B. 33872/66.
(185/66) Agency inquiry for batteries; domestic appliances; electrical equipment; electronic and telecommunications equipment; lighting fittings and fixtures; medical equipment; railway signalling equipment and rolling stock; refrigeration and air conditioning equipment. E.S.B. 35089/66.
(185/66) Inquiry for iron billets; metal products. E.S.B. 35023/66.
(187/66) Inquiry for textile machinery. E.S.B. 29907/66.

Philippines, Republic of the
(184/66) Inquiry for lead; zinc. E.S.B. 34811/66.
(187/66) Inquiry for bearings. E.S.B. 37911/65.

Puerto Rico
(186/66) Inquiry for china; hardware; plumbing and building materials. E.S.B. 32419/66.

South Africa
(184/66) Agency inquiry for clothing and furnishing fabrics; toys and construction kits. E.S.B. 34769/66.
(185/66) Agency inquiry for gas fittings; incinerators. E.S.B. 35027/66.
(184/66) Inquiry for carpets; electric appliances; furnishings; furniture; radios. E.S.B. 34785/66.

Spain
(183/66) Inquiry in respect of international competition for bogies. E.S.B. 34084/66.
(184/66) Inquiry for mechanical olive harvesters. E.S.B. 34913/66.
(185/66) Inquiry for sugar beet harvesters. E.S.B. 34913/66.

Sudan
(183/66) Import restrictions. C.R.E. 1299/3G.

Sweden
(185/66) Agency inquiry for building materials; tiles. E.S.B. 33034/66.
(185/66) Inquiry for plush fabrics. E.S.B. 5512/66.

Switzerland
(183/66) Agency inquiry for blouses; knitwear; shirts. E.S.B. 34489/66.
(186/66) Agency inquiry for piece-goods. E.S.B. 35105/66.

Thailand
(188/66) Inquiry in respect of fire-fighting equipment. E.S.B. 35639/66.

Uganda
(184/66) Inquiry for armature rewinding equipment; ball bearing reconditioning plant; coil re-winding equipment; spring making machines. E.S.B. 34722/66.

United States of America
(185/66) Agency inquiry for chinaware. E.S.B. 34835/66.
(183/66) Inquiry for contractors' equipment and supplies; general hardware. E.S.B. 33652/66.
(183/66) Visits of buyers. E.S.B. 3521/66.
(184/66) Inquiry for giftware. E.S.B. 28395/66.
(184/66) Visits of buyers. E.S.B. 3521/66.
(185/66) Inquiry for chinaware. E.S.B. 35076/66.
(185/66) Inquiry for cigar and cigarette cases; flasks; smokers' accessories. E.S.B. 33565/66.
(186/66) Inquiry for chinaware and earthenware and pottery. E.S.B. 35368/66.
(187/66) State of Utah Trade Mission to visit London.
(187/66) Inquiry for castings; fasteners; motors; plastics; switches. E.S.B. 35399/66.
(187/66) Inquiry for pumps. E.S.B. 35414/66.
(187/66) Inquiry for steel ridged frames. E.S.B. 33183/66.

Uruguay
(185/66) Inquiry for surgical and veterinary instruments. E.S.B. 34597/66.

Venezuela
(183/66) Inquiry for moulds. E.S.B. 34567/66.

Zambia
(185/66) Agency inquiry for clothes; shoes; watches. E.S.B. 21746/66.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Rules of competition—restrictive trade agreements and domination of markets

THE *Journal Officiel des Communautés Européennes* No. 158, dated September 1, 1966, contains a Commission notice relating to the expiry on December 31, 1966, of the time-limit laid down in Regulation No. 17(2) for the notification of former agreements. The following is an unofficial translation of this notice.

Restrictive Trade Agreements and Domination of Markets
(Articles 85 to 90 of the Treaty establishing the EEC)

Notice by the Commission relating to the expiry on December 31, 1966, of the time-limit laid down in article 7, paragraph 2, of Regulation No. 17 for the notification of former agreements. (66/506/CEE).

1. The Commission draws attention to the fact that the time-limit allowed for notifying former agreements (1) for which interested parties wish to avail themselves of the provisions of Article 7, paragraph 2, of Regulation No. 17 (2), ends on December 31, 1966. The Commission does not intend to propose to the Council that it should extend that time-limit.

2. In order to enable the undertakings concerned to have a clear idea of the advantage which notification may afford, the importance of the expiry of that time-limit is explained below;

(a) A notification made with a view to benefiting under the provisions of Article 7 of Regulation No. 17 is only of advantage for agreements, decisions by associations of undertakings and concerted practices:
   (i) which fulfil the conditions laid down in Article 85(1) of the Treaty, i.e. which
      —on the one part, are designed to prevent, restrict or distort competition within the Common Market or which have this effect and,
      —on the other part, are likely to affect trade between Member States.
   (The expiry of that time-limit is, therefore, without importance for agreements of which the impact is only felt in one Member State or outside the Common Market);
   (ii) which already existed at March 13, 1962 (the expiry of the time-limit is without importance for all agreements made after that date);
   (iii) which fall within one of the categories (3) mentioned in Article 4, paragraph 2, of Regulation No. 17; (the expiry of the time-limit is without importance for all other agreements which had to be notified before November 1, 1962, or February 1, 1963, in pursuance of Article 5, paragraph 1, of Regulation No. 17, whether they were or not);
   (iv) which do not meet, or on March 13, 1962, did not meet, the conditions laid down in Article 85 (3) (the expiry of the time-limit is, therefore, also without importance for former agreements which, according to the practice followed hitherto by the Commission in its decisions or according to the notices issued by it, may be expected to benefit, from March 13, 1962, from exemption in pursuance of Article 85, paragraph 3).

(b) In order to determine whether a notification must be made, the scope of Article 7 should be considered. That provision gives the Commission the right to fix at a date later than February 13, 1962, the time when the prohibition laid down in Article 85 takes effect, where the undertakings and associations of undertakings concerned
   —either put an end to the agreements, decisions and concerted practices notified;
   —or modify them so that they are no longer prohibited by Article 85(1) or so that they meet the requirements of Article 85(3).
   A decision taken in pursuance of Article 7 is, therefore, only desirable with regard to the period of incompatibility with Article 85 preceding the decision, on account of the fact that a third party can then no longer invoke the prohibition laid down in Article 85, paragraph 1, in support of a claim for damages. It is, therefore, only to the interest of undertakings to make a notification, from the point of view of Article 7, paragraph 2, if they expect third parties to bring an action for damages against them for the said period.

(c) In order to determine whether a notification must be made, Article 15, paragraph 5(b), of Regulation No. 17, should in addition be considered. Under that provision, a fine for infringement of the provisions of Article 85(1) may not be imposed for acts done 'prior to the notification of agreements, decisions and concerted practices existing when the present Regulation came into force, provided that this notification has been made within the time-limits laid down in Article 5(1) and Article 7(2)'. That immunity with regard to fines, which presupposes a notification made before January 1, 1967, is, however, only of importance in the case of characterized infringements, since under Article 15(2), a fine can only be imposed where undertakings infringe the provisions of Article 85(1) wilfully or through negligence.

(1) The expression 'former agreements' ['anciennes ententes'] means agreements between undertakings, decisions by associations of undertakings and concerted practices of the type referred to in Article 85, paragraph 1, which were already in existence when Regulation No. 17 came into force, i.e. on March 13, 1962.

(2) JO No. 13 of February 21, 1962, pages 204/62 (see *Board of Trade Journal* dated March 9, 1962), amended by Regulation No. 118/53/CEE, JO No. 162 of November 7, 1963, page 2696/63 (see *Board of Trade Journal* dated November 29, 1963). The text of Article 7 is as follows:

'Special Provision for Existing Agreements, Decisions and Concerted Practices'

1. Where agreements, decisions and concerted practices already in existence when the present regulation comes into force and notified before the date laid down in Article 5, paragraph 1, do not meet the requirements of Article 85(3) of the Treaty, and where the undertakings and associations of undertaking concerned put an end to them or modify them so that they are no longer prohibited by Article 85(1) or so that they then meet the requirements of Article 85(3), the prohibition laid down in Article 85(1) shall apply only for a period fixed by the Commission. A decision by the Commission pursuant to the foregoing sentence cannot be invoked against undertakings or associations of undertakings which have not given their express assent at the time of notification.

2. Paragraph 1 above shall be applicable to agreements, decisions and concerted practices which are already in existence when the present Regulation comes into force, and which fall within the categories referred to in Article 4(2), provided that notification shall have taken place before January 1, 1967.

3. These comprise 'agreements, decisions and concerted practices, where:
   1. undertakings of only one Member State take part and such agreements, decision and concerted practices involve neither imports nor exports between Member States;
   2. Only two undertakings take part and the sole effect of these agreements is:
      (a) to restrict the freedom of one party to the contract to fix prices or conditions of trading in the resale of goods which have been acquired from the other party to the contract, or

(b) to impose restraint on the right of an asignee or user of rights over 'industrial property' – particularly patents, petty patents, industrial designs or trade marks – or on the rights of the grantee, under a contract of transfer of, or licence to use, manufacturing processes or knowledge relating to the utilization or application of industrial techniques;

3. Their sale object is:
   (a) the development or the uniform application of standards and types;
   (b) joint research to improve techniques, provided that the result is accessible to all parties and that each of them can exploit it.'

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
38/66	Increasing the additional amount of levy on liquid or frozen whole eggs and on dried whole eggs and amending the additional amount of levy on liquid or frozen egg yolks	8d. (11d.)
39/66	Amending Annex I to Regulation No. 158/64 on internal taxation levied on imports of certain dairy products from the Netherlands	8d. (11d.)
42/66	Temporarily suspending the levies chargeable on certain meat of bovine animals, frozen, for processing, under Customs supervision	8d. (11d.)
44/66	Increasing the additional amount of levy on liquid or frozen egg yolks and on dried egg yolks	5d. (8d.)
47/66	Fixing reference prices for cherries	5d. (8d.)
48/66	Derogating as regards the term of validity of export certificates for cereals, from certain provisions of Regulation No. 102/64	5d. (8d.)
[illegible]	Containing certain special provisions as to advance fixing of the amount of refund applicable to soft wheat and barley	5d. (8d.)

SPAIN

Suspension of customs duties

IN THE *State Gazette* of September 10 the Spanish authorities announced the following regulations regarding import duties:

Tariff Heading	Description	Details
09-01 A	Coffee, not roasted	Duty of 1% only to be paid until December 26, 1966 (an extension of previous legislation).
23-01 B	Fishmeal	Suspension of duties extended to December 7.
26-01 E and Chapter 78	Lead ore and articles of lead	Suspension of duties suspended to December 7.

Customs tariff

IN THE *State Gazette* of September 10 the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
		%	%
73-32	Bolts and nuts	30	20
76-02	Wrought bars, rods, angles, shapes and sections of aluminium, aluminium wire:		
	(A) Unalloyed	25	20
	(B) Alloyed	27	22
76-03	Wrought plates, sheets and strips of aluminium:		
	(A) Unalloyed	25	20
	(B) Alloyed	27	22
76-06	Tubes and pipes and blanks thereof of aluminium, hollow bars of aluminium:		
	(A) Unalloyed	25	20
	(B) Alloyed	27	22
84-46 B	Machine tools for working stone, ceramics, concrete, asbestos-cement and similar mineral materials:		
	(1) Automatic or continuous machines for finishing of pieces of porcelain, stoneware and earthenware	25	1
	(2) Other	25	13

ITALY

Duty-free and duty-reduced quotas

IN MINISTERIAL DECREES dated August 6 and August 22, 1966, the Italian Government has announced the following import quotas at a reduced rate or free of duty, for 1966:

Tariff Heading	Description	Quota	Rate of Duty
ex 03 01 B I b 1	Tunny, chilled or frozen, intended for the canning industry	26,000 tons	0·50%
12 01 G IV a	Cotton seed for sowing	455 tons	Free
17 03 B II	Molasses of cane sugar, for the preparation of coffee substitutes	1,300 tons to 31.3.67	1·40%
28 46 A I a 2 aa	Sodium borate, anhydrous, for the manufacture of enamels–	Quota increased to 3,800 tons	6·0%
73 02 E I a I	Ferro-chrome with carbon content up to 0·1%	2,000 tons 1,500 tons	Free 1·20%
ex 78 01 A II	Lead, refined, unalloyed, of a content of 99·5%	4,500 tons	8·20%

Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, and 450).

IRISH REPUBLIC

Importation of carcases and animal products

THE MINISTER for Agriculture and Fisheries in the Irish Republic has made an Order entitled the Importation of Carcases and Animal Products (Prohibition) Order, 1966, under the Diseases of Animals Act, 1966. The Order which came into operation on

(*Continued on next page*)

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IRISH REPUBLIC, *continued*

September 6, 1966, brings the importation of carcases, meat and meat products under a licensing system and replaces previous Orders dealing with such imports.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449/450).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

UNITED STATES

Tariff reductions

THE UNITED STATES is in the course of re-negotiating its Schedule of tariff concessions under the General Agreement of Tariffs and Trade with the other contracting parties. This has been necessitated by the entry into force, some three years ago (August 31, 1963), of the new United States tariff.

As part of these re-negotiations, the United States has recently made an agreement with Japan, which also provides for some reductions in duties as compensation for impairment of Japanese rights (arising out of the entry into force of the new tariff) in the United States Schedule of GATT concessions.

These compensatory reductions are are listed below and under the GATT will apply to imports from those countries, including the United Kingdom, to which United States' MFN duties apply. The staging of the reductions (in five instalments) is required by the provisions of the United States Trade Expansion Act.

Inquiries should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

TSUS item	Description	Prior to October 1, 1966	Rates of duty, effective October 1				
			1966	1967	1968	1969	1970
222.50	Blinds, shutters, curtains, screens, and shades, all the foregoing, of unspun fibrous vegetable materials, with or without their hardware	40% *ad val.*	36% *ad val.*	32% *ad val.*	28% *ad val.*	24% *ad val.*	20% *ad val.*
535.31	Sanitaryware, including plumbing fixtures and bathroom accessories, all the foregoing, and parts thereof, of ceramic ware	30% *ad val.*	28% *ad val.*	26% *ad val.*	24% *ad val.*	22% *ad val.*	20% *ad val.*
	Mirrors, made of any of the glass described in items 541.11 through 544.41, with or without frames or cases (except framed or cased mirrors of precious metal designed for use in instruments):						
544.51	Not over 1 sq. ft. in reflecting area	35% *ad val.*	33% *ad val.*	31% *ad val.*	29% *ad val.*	27% *ad val.*	25% *ad val.*
648.97	Pipe tools (except cutters), wrenches, and spanners, and parts thereof	22·5% *ad val.*	21·5% *ad val.*	20·5% *ad val.*	19·5% *ad val.*	18·5% *ad val.*	17·5% *ad val.*
651.37	Screwdrivers	22·5% *ad val.*	21·5% *ad val.*	20·5% *ad val.*	19·5% *ad val.*	18·5% *ad val.*	17·5% *ad val.*
652.80	Expanded metal, of base metal	19% *ad val.*	17% *ad val.*	15% *ad val.*	13% *ad val.*	11% *ad val.*	9·5% *ad val.*
	Canoes, racing shells, pneumatic craft, and pleasure boats n.s.p.f. which are not of a type designed to be chiefly used with motors or sails; and parts of the foregoing:						
	[Canoes and canoe paddles, of wood or bark]						
696.35	Pneumatic craft	12·5% *ad val.*	11% *ad val.*	10% *ad val.*	8·5% *ad val.*	7·5% *ad val.*	6% *ad val.*
	Headwear, of rubber or plastics:						
703.70	Of reinforced or laminated plastics	19c per lb. + 15·5% *ad val.*	17c per lb. + 14% *ad val.*	15c per lb. + 12·5% *ad val.*	13c per lb. + 11% *ad val.*	12c per lb. + 9·5% *ad val.*	10c per lb. + 8·5% *ad val.*
	Compound optical microscopes; electron, proton, and similar microscopes and diffraction apparatus; all the foregoing whether or not provided with means for photographing or projecting the image; frames and mountings for the foregoing articles, and parts of such frames and mountings:						
	Compound optical microscopes:						
	Not provided with means for photographing or projecting the image:						
	[Valued not over $25 each]						
708.72	Valued over $25 but not over $50 each	35% *ad val.*	33% *ad val.*	31% *ad val.*	29% *ad val.*	27% *ad val.*	25% *ad val.*
709.40	Mechano-therapy appliances and massage apparatus, and parts thereof	12% *ad val.*	10·5% *ad val.*	9·5% *ad val.*	8% *ad val.*	7% *ad val.*	6% *ad val.*
	Projectors, and combination camera-projectors, with or without sound reproducing, or sound recording and reproducing, systems:						
722.40	Projectors other than motion-picture projectors	35% *ad val.*	33% *ad val.*	31% *ad val.*	29% *ad val.*	27% *ad val.*	25% *ad val.*
	Toy figures of animate objects (except dolls):						
	[Not having a spring mechanism]						
	Having a spring mechanism:						
	[Wholly or almost wholly of metal]						
737.50	Other	44% *ad val.*	41% *ad val.*	38% *ad val.*	35·5% *ad val.*	32·5% *ad val.*	30% *ad val.*
737.65	Magic tricks, and practical joke articles	20% *ad val.*	18% *ad val.*	16% *ad val.*	14% *ad val.*	12% *ad val.*	10% *ad val.*
	Toys, and parts of toys, not specially provided for:						
737.80	Toys having a spring mechanism	44% *ad val.*	41% *ad val.*	38% *ad val.*	35·5% *ad val.*	32·5% *ad val.*	30% *ad val*
741.10	Imitation pearls and imitation pearl beads of all shapes and colours, drilled or not drilled, but not strung (except temporarily) and not set	40% *ad val.*	36% *ad val.*	32% *ad val.*	28% *ad val.*	24% *ad val.*	20% *ad val.*
	Slide fasteners, and parts thereof, including tapes in continuous lengths but not including tapes wholly of textile fibres:						
	Fasteners:						
745.70	Valued not over 4 cents each	50% *ad val.*	48% *ad val.*	46% *ad val.*	44% *ad val.*	42% *ad val.*	40% *ad val.*
745.72	Valued over 4 cents each	40% *ad val.*	38% *ad val.*	36% *ad val.*	34% *ad val.*	32% *ad val.*	30% *ad val.*
	Cigar and cigarette lighters (including articles in which lighters are incorporated as significant integral parts), and parts thereof:						
	Pocket lighters, combination pocket and table lighters, and articles in which lighters are incorporated as integral parts and which are ordinarily carried in pockets or handbags:						
	[Of precious metal (except silver), of precious or semi-precious stones, or of such metal and such stones]						
	Other:						
756.04	Valued not over $5 per dozen pieces	50% *ad val.*	48% *ad val.*	46% *ad val.*	44% *ad val.*	42% *ad val.*	40% *ad val.*
	Pencils (except ball-point pencils) designed to be refilled, whether known as mechanical pencils, clutch pencils, or by any other name:						
760.10	With a mechanical action for extending or for extending and retracting, the lead	36c per gross + 32% *ad val.*	32c per gross + 30·5% *ad val.*	28c per gross + 29% *ad val.*	25c per gross + 27·5% *ad val.*	21c per gross + 26% *ad val.*	18c per gross + 25% *ad val.*
	Expanded, foamed, or sponge rubber or plastics, and articles not specially provided for wholly or almost wholly of such rubber or plastics:						
	[Not flexible]						
	Flexible:						
	[Of polyurethane]						
	[Of cellulose]						
	[Of natural rubber]						
770.80	Other	25% *ad val.*	24% *ad val.*	23% *ad val.*	22% *ad val.*	21% *ad val.*	20% *ad val.*
773.05	Toys for pets, of rubber or plastics	17% *ad val.*	16% *ad val.*	15% *ad val.*	14% *ad val.*	13% *ad val.*	12% *ad val.*

(The language in square brackets in the descrption column has been inserted in order to clarify the scope of the numbered concession items.)

National Traffic and Motor Safety Act of 1966

THE National Traffic and Motor Safety Act, 1966 was signed by the President of the United States on September 9, 1966, and directs the Secretary of Commerce, *inter alia*, to establish safety standards for motor vehicles and vehicle equipment. Initial standards are to be issued by January 31, 1967, and revised standards by January 31, 1968, under the Act, the standards are to operate not sooner than 180 days or later than one year from the date the order is issued. The standards will apply to all new vehicles and to equipment including tyres and whether they are domestic or imported. The Secretary of Commerce is also directed to require safety information on tyre labels and to establish within two years a quality grading system for tyres.

Any inquiries concerning this notice may be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Imported wool products

THE UNITED STATES Federal Trade Commission proposes to add a new rule, Rule 36, to its Regulations under the Wool Products Labelling Act of 1939 to provide that all imported wool products have to be retained in customs custody until they have been tested to determine whether or not they comply with the labelling requirements of the Act.

Under this proposed rule, at the time of entry, the importer will have to file with Customs a form to be prescribed by the Federal Trade Commission showing country of origin, a complete description of the imported products and their cost, and the information on the required fibre content label affixed to each article. At the request of the Federal Trade Commission the importer will have to provide samples of each product in the shipment. These samples will have to be extracted from the shipment by a person designated by the Federal Trade Commission and analysed at the expense of the importer. In the meantime the products will have to remain in Customs custody until the Federal Trade Commission determines, on the basis of the laboratory determination, that the labelling is acceptable.

A public hearing on the proposed rule will be held on October 26, 1966, in Room 532, Federal Trade Commission Building, Sixth Street and Pennsylvania Avenue, N.W., Washington, DC 20580. Persons wishing to appear should notify the Director, Bureau of Textiles and Furs, Federal Trade Commission, Washington, DC 20580, at least five days before the date of the hearing. Written views or suggestions may be submitted up to 20 days after the close of the hearing.

Full details of the new rule can be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397), to whom all inquiries should be addressed.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of 'a class or kind not made in Canada':

Flooring matches, designed to dress the tops and bottoms of flooring boards and to cut tongues and grooves on the sides.
(Ruling effective September 21, 1966).

The above information is contained in Canadian Department of National Revenue Memorandum D/51/6/1 dated September 21, 1966.

Note: End matches as used to cut tongues and grooves on the the ends of flooring boards have previously been ruled to be of a class or kind not made in Canada.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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MAURITIUS

Tariff amendments

THE BOARD OF TRADE have been notified by the British Trade Correspondent in Mauritius of the following tariff amendments which are now in force:—

Serial No.	Description of goods	Unit	Tariff	
			General Rate	Preferential Rate
011-04	Poultry, killed or dressed	100 kilos	Rs. 20·00	Rs. 15·00
012-01.1	Bacon and ham	100 kilos	Rs. 20·00	Rs. 15·00
025.0†	Eggs in the shell	Each	Rs. 0·02	Rs. 0·02
026.01)	Natural honey	Kilo	Rs. 0·75	Rs. 0·30
031-01.2	Fish, fresh or frozen, other	100 kilos	Rs. 30·00	Rs. 30·00
031-03.1	Crustacea and molluscs: fresh, chilled, frozen	*Ad valorem*	20%	20%
053-02.2	Fruit, fruit peel, other than candied peel, parts of plants, drained, glazed or crystallized, flavoured or not	*Ad valorem*	50%	35%
032-01.2	Crustacea and mollusc: in airtight containers	100 kilos	Rs. 35·00	Rs. 30·00
062-01	Sugar confectionery and other sugar preparations (except chocolate confectionery)	*Ad valorem*	50%	35%
073-01.1	Chocolate confectionery and articles made of chocolate, except cocoa powder, butter and paste, n.e.s.	*Ad valorem*	50%	35%
074-01	Tea	Kilo	Rs. 2·40	Rs. 2·10
112-01.1	Wine, still, in cask or any vessel exceeding one litre in capacity:			
	(i) up to 14 degrees by Gay Lussac's alcoholometer	Hectolitre	Rs. 230·00	Rs. 225·00
	(ii) over 14 degrees and not exceeding 15 degrees	Hectolitre	Rs. 310·00	Rs. 310·00
	(iii) over 15 degrees and not exceeding 16 degrees	Hectolitre	Rs. 350·00	Rs. 350·00
	(iv) over 16 degrees – for each additional degree of fraction of a degree up to 22 degrees	Hectolitre	Rs. 27·00	Rs. 27·00
112-01.2	Wine, still, in bottles:			
	(i) up to 14 degrees by Gay Lucsac's alcoholometer	Per litre	Rs. 2·30	Rs. 2·30
	(ii) over 14 degrees and not exceeding 15 degrees	Per litre	Rs. 3·10	Rs. 3·10
	(iii) over 15 degrees and not exceeding 16 degrees	Per litre	Rs. 3·50	Rs. 3·50
	(iv) over 16 degrees	Per litre	R:. 3·90	Rs. 3·90
	Any liquor containing more than 22 degrees shall pay duty as spirits.			
112-01.3	Wines, sparkling:			
	(i) in bottles exceeding 2 litres	Per litre	Rs. 7·50	Rs. 7·50
	(ii) in bottles not exceeding 2 litres	Dozen bottles	Rs. 180·00	Rs. 180·00
	(iii) in bottles not exceeding 1 litre	Dozen bottles	Rs. 90·00	Rs. 90·00
	(iv) in bottles not exceeding ½ litre	Dozen bottles	Rs. 45·00	Rs. 45·00
	(v) in bottles not exceeding ¼ litre	Dozen bottles	Rs. 23·00	Rs. 23·00
	Beer (including ale, stout, porter) and other fermented cereal beverages in bottles or other containers:			
112-03.1	(i) not exceeding 1 litre	Per dozen	Rs. 7·00	Rs. 6·00
112-03.2	(ii) not exceeding ¾ litre	Per dozen	Rs. 5·25	Rs. 4·50
112-03.3	(iii) not exceeding ½ litre	Per dozen	Rs. 3·50	Rs. 3·00
112-03.4	(iv) not exceeding ¼ litre	Per dozen	Rs. 1·75	Rs. 1·50
112-03.5	In bulk	Hectolitre	Rs. 52·00	Rs. 45·00
	Distilled alcoholic beverages (spirits) plain or compounded:			
112-04.1	(i) When a certificate is produced to the satisfaction of the Comptroller of Customs that the spirits have been matured in wood for not less than three years	Per litre at proof as ascertained by Syke's hydrometer	Rs. 31·75	Rs. 31·75
112-04.2	(ii) other plain or compounded spirits		Rs. 34·25	Rs. 34·25
121-01.1	Tobacco, unmanufactured, not butted or stemmed	Kilo	Rs. 70·00	Rs. 70·00
121-01.2	Tobacco, unmanufactured, butted or stemmed	Kilo	Rs. 72·00	Rs. 72·00
122-01	Cigars and cheroots	Kilo	Rs. 70·00	Rs. 70·00
122-02	Cigarettes	Kilo	Rs. 100·00	Rs. 100·00
122-03.1	Snuff	Kilo	Rs. 70·00	Rs. 70·00
122-03.3	Tobacco manufactured for human consumption (smoking, chewing), n.e.s.	Kilo	Rs. 70·00	Rs. 70·00
122-03.4	Goorakoo and imitations or substitutes for tobacco	Kilo	Rs. 70·00	Rs. 70·00
251-01.1	Old newspapers in bags or bales as merchandise	100 kilos	Rs. 17·00	Rs. 16·00
272-05	Salt (including salt put up for retail sale)	100 kilos	Rs. 20·00	Rs. 18·00
313-01	Motor spirit (gasoline and other light oils for similar uses), including gasoline blending agents	Hectolitre	Rs. 35·20	Rs. 35·20
551-01	Essential vegetable oils	*Ad valorem*	50%	40%
551-02.1	Synthetic perfume materials and concentrates and enfleurage greases and mixtures of alcohol and essential oils	*Ad valorem*	50%	40%
551-02.2	Synthetic flavour materials and concentrates and mixtures of alcohol and essential oils when the alcoholic content exceeds 40%	Per litre at proof as ascertained by Syke's hydrometer	Rs. 22·00	Rs. 22·00
551-02.3	Synthetic flavour materials and concentrates and mixtures of alcoholic and essential oils, n.e.s. (including natural or synthetic concentrates for the manufacture of mineral waters)	*Ad valorem*	30%	15%
552-01.2	Perfumery, cosmetics and other toilet preparations, except soaps	*Ad valorem*	65%	55%
552-03.1	Waxes, polishes, paste, powder and similar preparations for polishing and preserving wood and for polishing and cleaning tiles and cement floors	*Ad valorem*	50%	50%
552-03.2	Waxes, polishes, paste, powder and similar preparations for polishing and preserving leather, metal, glass or other materials, n.e.s.	*Ad valorem*	30%	30%
591-03.2	Fireworks commonly known as crackers or cannons and all similar varieties, which produce loud detonations	*Ad valorem* to per kilo	Rs. 6·00	Rs. 6·00
591-03.3	Fireworks, n.e.s.	*Ad valorem*	75%	75%
591-03.4	Pyrotechnical articles, n.e.s.	*Ad valorem*	25%	25%
599-02.1	Weedkilling preparations including sodium chlorate and sodium trichloroacetate	*Ad valorem*	20%	20%
612-09	Manufactures of leather, n.e.s.	*Ad valorem*	50%	35%
629-01	Rubber tyres and tubes for vehicles other than aircraft	*Ad valorem*	50%	22·5%
629-09	Manufactures of soft and hard rubber, n.e.s.	*Ad valorem*	30%	22·5%
632-03.2	Builders' woodwork (including doors, sashes, blocks and strips for parquet and other flooring, and ready cut wooden parts of buildings), n.e.s.	*Ad valorem*	40%	40%
642-09.1	Cigarette papers cut to size for cigarettes	*Ad valorem*	100%	100%
657-01	Carpets, carpeting, floor rugs, mats, matting and tapestries of wool or fine hair	*Ad valorem*	40%	20%
657-02	Carpets, carpeting, floor rugs, mats, matting and tapestries of textile fibres other than wool or fine hair	*Ad valorem*	20%	20%
657-03	Carpeting, carpets, floor rugs, mats, matting of vegetable plaiting materials (including coconut matting), n.e.s.	*Ad valorem*	20%	20%
657-04	Linoleum and similar products	*Ad valorem*	20%	20%
661-02	Cement	100 kilos	Rs. 1·30	Rs. 0·60
662-01.1	Bricks and tiles of brick, earth or of ordinary baked clay	Per 1,000	10%	10%
662-02.1	Wall tiles and floor tiles except those of brick, earth or of ordinary baked clay	*Ad valorem*	10%	10%
664-08	Sheet and plate glass, tinned, silvered or coated with platinum, not further worked	*Ad valorem*	55%	30%
665-09.1	Mirrors and looking glasses	*Ad valorem*	55%	30%
673-01.1	Plate and plated ware	*Ad valorem*	50%	30%
673-01.2	Jewellery of gold, silver and platinum group metals and goldsmiths' and silversmiths' wares, n.e.s., including set gems (except watch cases)	*Ad valorem*	62·5%	47·5%
699-01.1	Metal doors and windows	*Ad valorem*	45%	40%
699-01.2	Other finished structural parts made of iron or steel, including assembled structures, n.e.s.	*Ad valorem*	30%	25%
699-02.1	Finished strucural parts made of aluminium, including assembled structures	*Ad valorem*	25%	25%
699-02.2	Finished structural parts made of non-ferrous base metals, n.e.s., including assembled structures	*Ad valorem*	25%	25%
712-04	Lawn mowers, with or without motors	*Ad valorem*	50%	50%
721-04.3	Radio apparatus for telegraphy, telephony and radar (including broadcasting, transmission and reception equipment with amplifiers of all types, thermionic and electronic tubes and valves, photo-electric cells, supersonic or electromagnetic echo sounding apparatus and detectors) and parts thereof	*Ad valorem*	35%	20%
721-06.1	Electrothermic apparatus, comprising stoves and household appliances and parts thereof	*Ad valorem*	40%	20%
721-12.1	Portable electric domestic appliances	*Ad valorem*	50%	30%
721-13	Insulated cables and wire for electricity	*Ad valorem*	30%	15%
732-02	Motor cycles, complete (including all types of motorized cycles) and sidecars, complete	*Ad valorem*	55%	25%
812-02	Sinks, wash basins, bidets, baths and other sanitary and plumbing fixtures and fittings of ceramic and other materials except metal	*Ad valorem*	40%	15%
812-03.1	Sinks, wash basins, bidets, baths and other sanitary and plumbing fixtures and fitting of metal, enamelled	*Ad valorem*	40%	15%
812-03.2	Sinks, wash basins, bidets, baths and other sanitary and plumbing fixtures and fittings of metal, not enamelled	*Ad valorem*	47·5%	25%
812-04	Lighting fixtures of all materials (electric light fixtures and fittings and parts thereof, lamps and lanterns)	*Ad valorem*	35%	20%
821-01	Wood furniture and fixtures	*Ad valorem*	40%	40%
821-09.1	Furniture and fixtures of rattan and basketware	*Ad valorem*	40%	40%
831-01.1	Travel goods (trunks, suitcases, travelling bags, dressing cases, shopping bags, haversacks, packs and similar articles) of leather, imitation leather or plastic	*Ad valorem*	50%	35%

Serial No.	Description of goods	Unit	Tariff	
			General Rate	Preferential Rate
831-02.1	Handbags, wallets, purses, pocket books and similar articles of leather, imitation leather or plastic	*Ad valorem*	50%	35%
841-02.1	Pyjamas, knit or made of synthetic fibres, knitted or silk	*Ad valorem* or specific	75% or Rs. 3·00 per suit	25% or Rs. 2·00 per suit
841-02.2	Pyjamas, knot or made of knitted fabrics of other materials	*Ad valorem* or specific	40% or Rs. 2·00 per suit	15% or Rs. 1·50 per suit
841-04.1	Pyjamas, other than knitted, of silk or synthetic fibres	*Ad valorem* or specific	75% or Rs. 3·00 per suit	25% or Rs. 2·00 per suit
841-04.2	Pyjamas, other than knitted, of other materials	*Ad valorem* or specific	40% or Rs. 2·00 per suit	15% or Rs. 1·50 per suit
841-05.1	Shirts of silk or synthetic fibres excluding those commonly known as T shirts	*Ad valorem* or specific	75% or Rs. 2·50 each	25% or Rs. 2·25 each
841-05.2	Shirts of other materials excluding those commonly known as T shirts	*Ad valorem* or specific	40% or Rs. 1·35 each	15% or Rs. 1·25 each
864-01	Watches, watch movements, cases and other parts of watches (including marine chronometers and instrument panel clocks)	*Ad valorem*	45%	40%
891-01	Phonographs (gramophones) including record players	*Ad valorem*	45%	25%
891-02	Phonograph (gramophone) records	*Ad valorem*	45%	25%
899-02.1	Matches in boxes or any form of container containing not more than 60 matches	Per gross containers	Rs. 7·80	Rs. 7·80
899-02.2	Matches in boxes or any form of container containing over 60 and not more than 110 matches	Per gross containers	Rs. 12·00	Rs. 12·00
899-02.3	For every additional 60 matches or part of 60 matches	Per gross containers	Rs. 7·80	Rs. 7·80
899-08.1	Mechanical (electrical) refrigerators self-contained units, household	*Ad valorem*	45%	25%
899-99.9	Manufactured articles, n.e.s.	*Ad valorem*	20%	20%
029-09.2	Ice cream and ice lollies	*Ad valorem*	50%	35%
029-09.3	Dairy products, n.e.s. (ice cream powders, dehydrated products, etc.)	*Ad valorem*	25%	10%
673-02.1	Rosaries and religious medals except those made entirely of precious materials	*Ad valorem*	25%	10%
673-02.2	Imitation jewellery, n.e.s. (jewellery not of precious or semi-precious materials)	*Ad valorem*	62·5%	47·5%
699-22.1	Gas stoves, furnaces (not for central heating), grates and ranges of metal	*Ad valorem*	45%	22·5%
699-22.2	Stoves, furnaces (not for central heating), grates and ranges of metal (not electric), n.e.s.	*Ad valorem*	37·5%	15%
732-01	Passenger road motor vehicles, complete, other than buses for use as public service vehicles or motor cycles:			
	(a) of a value for duty purposes not exceeding Rs. 8,000	*Ad valorem*	72·5%	42·5%
	(b) of a value for duty purposes not exceeding Rs. 10,000	*Ad valorem*	77·5%	47·5%
	(c) other	*Ad valorem*	82·5%	52·5%
732-03.1	Buses for use as public service vehicles	*Ad valorem*	47·5%	17·5%
732-03.2	Trucks, lorries and road motor vehicles, complete, n.e.s.	*Ad valorem*	60%	30%
732-04	Chassis with engines mounted for vehicles listed in:			
	732-01 (a)	*Ad valorem*	72·5%	42·5%
	732-01 (b)	*Ad valorem*	77·5%	47·5%
	732-01 (c)	*Ad valorem*	82·5%	52·5%
732-05.1	Chassis with engines mounted when proved to the satisfaction of the Comptroller of Customs to have been imported for buses for use as public service vehicles	*Ad valorem*	47·5%	17·5%
732-05.2	Chassis with engines mounted for vehicles listed in 732-03.2	*Ad valorem*	60%	30%
821-02.1	Beds, metal mattresses, fittings and parts thereof	*Ad valorem*	62·5%	40%
821-02.2	Metal furniture and fixtures, n.e.s. (including metal office cabinets)	*Ad valorem*	62·5%	40%
821-09.2	Furnitures and fixtures, n.e.s. (including mattresses and mattress supports not included in item 821-02.1)	*Ad valorem*	40%	40%
899-14.1	Balls, nets and posts for football, volleyball and basket ball	Value	Free	Free
899-14.2	Sports goods, n.e.s. (not including arms and ammunition)	*Ad valorem*	25%	25%

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MAURITIUS, *continued*

Serial No.	Description of goods	Unit	Tariff	
			General Rate	Preferential Rate
899-15.3	Amusement machines of a type usually set up in places of public entertainment	*Ad valorem*	50%	30%
899-15.4	Toys and games, n.e.s.	*Ad valorem*	25%	5%
899-99.1	Lighters of all kinds	*Ad valorem* or specific	60% or Rs. 4·00 per lighter	40% or Rs. 3·25 per lighter
899-99.2	Spare parts and accessories of lighters not including flints	*Ad valorem*	60%	40%

All inquiries relating to these Amendments should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472.).

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received from Barbados a copy of an Order which amends Part III of the First Schedule to the Customs Act 1962 (Table of Exemptions from Duty) by the addition of the following new paragraph:

> 'Trophies *viz*: Cups, medals, shields and similar trophies, not being articles of general utility, proved to the satisfaction of the Comptroller of Customs to be specially imported for bestowal as honorary distinctions or prizes or when won abroad or sent by donors resident abroad: provided that –
>
> (i) the articles do not bear any advertisement, and
>
> (ii) this exemption shall not apply or extend to the importation or stocking of the articles for purposes of trade.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD AND TOBAGO Open General Licence has been further amended by the addition of the following new item to the list of goods which require specific licences:

831-02, 831-01 } Ladies' plastic handbags

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the Industrial Incentives Law 1956.

> Cotton yarn thread on spools and cones for domestic and industrial purposes; cutlery; aluminium die-castings; initially portable aluminium irrigation pipe couplings.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

The following products have been declared 'approved products' for the purposes of the above law.

> Gloves of all descriptions; tractors and tractor attachments, viz tool bars, earth graders, ploughs, harrows, combination cultivators, etc.

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is also considering whether the following products should be declared 'approved products' for the purposes of the Export Industries Encouragement Law 1956.

> Oleoresin and its derivatives extracted from pimento, ginger, tumeric, capsicum and other spices.

'Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

The following product has been declared an 'approved product' for the purposes of the above law.

> Beachwear.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated November 26, 1965, page 1307.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (P.O. Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel.: Abbey 7877, Ext. 2627).

COSTA RICA

Consumption tax increase on batteries

HM EMBASSY in San Jose report that by Decree No. 32, published in the Costa Rican *Official Gazette* No. 196 of September 1, 1966, and effective from the same date, provision has been made to increase the consumption tax for dry batteries and cells of all types.

Description	Tax per unit Colones
Size D	0·10
Size C	0·05
Size 'AA'	0·05
Size 006P	0·40
Other (on the retail price)	10%

Dry batteries and cells in sizes 'AA' and '006P' and 'other' shall not be liable to the new tax until they are manufactured either in Costa Rica or the Central American Common Market. The tax will be levied on sizes 'C' and 'D' as from September 1.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

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GUYANA

Imports from Japan

GUYANA'S licensing controls in respect of imports from Japan were relaxed on August 18, 1966. From that date goods consigned from and originating in Japan may be imported under Open General Licence apart from those good listed in the Schedule of Exceptions (see *Board of Trade Journal* dated January 10, 1964, and subsequent amendments). In addition, the following items consigned from and originating in Japan require a specific licence:

841-03.1 shirts
841-03.2 shirts
841-04.1 pyjamas

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CHILE

Import regulations

IT HAS BEEN reported by HM Embassy at Santiago that, by Circular No. 728 of August 25, 1966, the Executive Committee of the Central Bank ruled that imports of books may be paid for at any time up to two years from the date of their arrival in the country provided that the suppliers are willing to grant such payment terms.

Letters from the suppliers in which they grant the payment terms in question must accompany all applications for registrations of imports.

Amendments to import list

The following amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Column 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
XI	61	Equipment for peeling vegetables and cereals	10
		Equipment and apparatus for treatment by heat	1
		Distillation apparatus, evaporators, concentrators, lyophilizers and tunnels for drying by atomization	1
		Equipment and machinery for the breadmaking industry	20
		Humidifying equipment	20
		Calenders and roller-machines, except those for metals and glass	10
		Bottling equipment and machinery	1
		Other machines for working metals by wearing down surfaces	10
		Complete lathes, planers and broaching and milling machines	1
		Equipment and machinery for tanneries and the subsequent processing of leather	1
		Industrial sewing machines	20
		Equipment and machinery for book-binding	20
		Equipment and machinery for the printing industry	20
		Finishing machines for dyeing and stamping	1
		Equipment and machinery for steel mills and for the production of iron	1
		Wire drawing machinery	1
		Machinery for making wire	1
		Machines for making and threading bolts, screws, rivets and nuts	20
		Equipment and machinery for oxygen, acetylene or liquid petroleum gas welding	10
		Equipment and machinery for the pharmaceutical industry	Dep. 200%
		Cheque perforating machines	

NEW ZEALAND

Customs tariff inquiry

IT WAS ANNOUNCED in the *Board of Trade Journal* of September 16, 1966, page 717, that the proposed New Zealand Tariff and Development Board inquiry into import duties and import licensing as affecting materials with a micro-porous structure which may be used as substitutes for leather, which was to have commenced on October 18, 1966, had been put back to November 22, 1966.

The Tariff and Development Board have since decided to bring the inquiry forward by one week so that it will now begin on Tuesday, November 15, 1966.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 1634/66.

AUSTRALIA

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New by-laws

The following goods will be admitted under By-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Methyl bromide containing not more than 2% chloropicrin, when imported in packs of not less than 150 pounds net weight	38.11	Free
Fabrics to which paragraph 55.09.21 applies, for use in the manufacture of brassieres, corsets, torsolettes, corsolettes and pantie girdles, under security	55.09	Free
Ingots, blocks, lumps and similar forms, being alloys of ferro-manganese that are not usefully malleable and are commonly used as raw material in the manufacture of ferrous metals	73.06	Free
Beryllium-copper	74.02	Free
Keys for drill chucks	82.04	Free
Labelling appliances, hand operated, self serving, for the printing or embossing of plastic or metal tape or strip and the like	98.07	Free

(*Continued on next page*)

A Ransomes 1019 *reversible disc plough shown at work on a BMC mini-tractor at a Corfo Chilean Government demonstration recently.*

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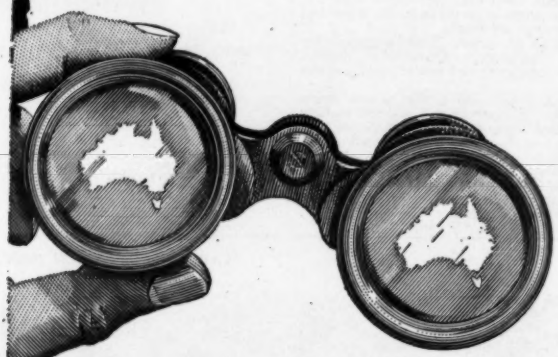

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AUSTRALIA, *continued*

Amended by-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Fabrics, as follows:		
Woven in widths of 20 inches or less, for use in in the manufacture of sails for yachts and other sailing vessels, under security.		
NOTE: For the purposes of this by-law 'Fabrics woven in widths of 20 inches or less' means fabrics with both woven selvedges still present thereon at the time of importation being fabrics having an overall width not exceeding 20 inches	51.04.91 56.07.91	Free Free
Gauges being hand tools, but not including:		
Adjustable caliper thread gauges (also known as thread roll snap gauges).		
Adjustable limit length gauges.		
Micrometers.		
Plug gauges, including adjustable limit plug gauges and thread plug gauges.		
Ring gauges.		
Snap gauges, including dial indicator adjustable limit snap gauges and adjustable limit snap gauges.		
Tyre pressure gauges	90.16	Free

Cancelled by-laws

The following goods are removed from the provision of By-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Benders, little giant ring, jewellers	82.04.240	27½%

SINGAPORE

Import control

THE BOARD OF TRADE has received Notice to Singapore Importers No. 11 of 1966 which states that with effect from September 16, 1966:

(a) Argentina has been removed from the Third Schedule to the Prohibition of Imports (General Licence) Notification, 1965. The effect of this amendment is that specific import licensing for goods of Argentine origin will not now apply except for goods shown under the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, and the Schedule to the Prohibition of Imports (Malaysian Common Market) Notification, 1965.

(b) The importation of the following goods from any country consigned by sea, air, rail or road is now subject to specific import licensing:

(i) Printing ink and ink for duplicating machines.
(ii) Toy guns (including pistols and revolvers).

Import licences for toy guns (including pistols and revolvers) will be issued only on the recommendation of the Arms and Explosives Division of the Police Department.

A notification published on September 16, 1966, as a supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by adding to the First Schedule thereto the following new item '61. *Printing ink and ink for duplicating machines*' and by deleting the expression '*Argentina*' appearing in the Third Schedule thereto.

HONG KONG

Suppression of telecommunications interference

THE BOARD OF TRADE have received *Hong Kong Government Gazette* dated September 9, 1966, which publishes the Telecommunications (Control of Interference) Regulations 1966. These regulations prescribe

the requirement to be complied with in relation to certain classes of equipment for the purpose of ensuring that such equipment does not cause undue electrical or radiated interference with the working of apparatus for telecommunications, and can be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 472).

A notice announcing the introduction of a bill to provide for these regulations appeared in the *Board of Trade Journal* dated September 2, 1966, page 605.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R1361 and R1362, published in the Republic of South Africa Government *Gazette* of September 16, amend the Republic's customs tariff as follows:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
R.1361					
28.44	By the substitution for sub-heading No. 28.44.20 of the following:				
	28.44.20 Cyanates	lb.	10%		
	28.44.30 Thiocyanates (sulphocyanides):				
	·10 Potassium	lb.	Free		
	·10 Other	lb.	Free		
R.1362					
45.03	By the insertion after subheading No. 45.03.20 of the following:				
	45.03.30 Washers	lb.	Free		

ZAMBIA

Amendment to the Customs and Excise Act

THE ZAMBIAN GOVERNMENT *enacted* the Customs and Excise (Amendment) (No. 3) Act, 1966, on September 2, 1966.

The two main purposes to the Act are:

(1) To alter the basis of assessment of all dutiable goods. Previously Zambian duty was assessed on the 'domestic value' of the goods, which was roughly the wholesale price in the country of origin plus charges up to f.o.b. stage. Duty will now be assessed on the actual f.o.b. price at the place where the goods are finally loaded for export to Zambia; and

(2) To abolish the blanket mark-up on goods originating from state trading countries.

Inquiries relating to this Act should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

TUNISIA

Prohibition of imports

THE TUNISIAN *Journal Officiel* of August 23-26 published notices adding the following to the list of prohibited imports:

Tariff No.	Description
Ex 28.01	Halogens: chlorine.
28-06	Hydrochloric acid and chlorosulphonic acid: (A) Hydrochloric acid.
Ex 73-36	Stoves (including stoves with subsidiary boilers for central heating), ranges, cookers, grates, fires and other space heaters, gas-rings, plate warmers with burners, wash boilers with grates or other heating elements, and similar equipment, of a kind used for domestic purposes, not electrically operated, and parts thereof, of iron or steel: (B) Appliances burning liquid fuel. (C) Appliances burning gaseous fuel, including those burning both gas and liquid fuel.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

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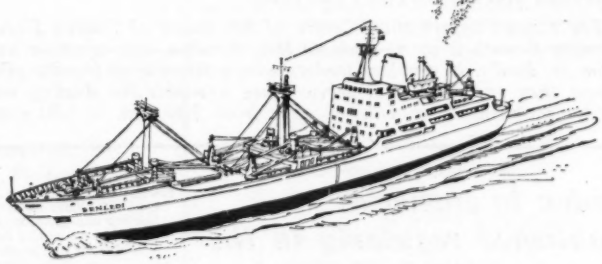

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BL109

ALGERIA

State book monopoly

THE ALGERIAN *Journal Officiel* of August 19 announced that the date of entry into force of the monopolies held by the *Société Nationale d'Edition et de Diffusion* (SNED) (see *Board of Trade Journal* of March 11, 1966) would be August 19, 1966.

Semi-state textile monopoly

THE OFFICES of the *Groupement d'Achat des Industries Textiles* (GADIT), which is responsible for imports of certain textiles for the industrial section, have moved from 19 rue de la Liberté, Algiers,

(*Continued on next page*)

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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ALGERIA, *continued*

and are now at: GADIT, 4 rue Bab-Azoun, Algiers.

Inquiries about these notices should be addressed to Export Services Branch, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479/81).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

IRAQ

Cholera

FURTHER TO the notice which appeared in the *Board of Trade Journal* on September 23, 1966, it has been reported that entry into Lebanon is forbidden to all travellers from Iraq except Lebanese nationals and foreigners resident in Lebanon. Those admitted are required to spend five days in quarantine. There are no charges for quarantine, but facilities are very primitive and occupants must provide their own food.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Balance of payments (Q)	This week
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	9 Sept. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	16 Sept. 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	5 Aug. 1966
New companies registered (M)	23 Sept. 1966
Credit:	
Instalment credit business (M)	9 Sept. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 July 1966
Production, exports and orders (M)	This week
ECGD business (Q)	3 June 1966
Film industry:	
British Film Fund Agency returns (M)	2 Sept. 1966
Cinema admissions and takings (M)	9 Sept. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	12 Aug. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	19 Aug. 1966
Trends in exports of manufactures (A)	3 Dec. 1965
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Trade by air (6-M)	27 May 1966
Unit value and volume index nos. (M)	9 Sept. 1966
Value of overseas trade (M)	23 Sept. 1966
Gold and convertible currency reserves (M)	9 Sept. 1966
Hairdressing trades turnover (M)	16 Sept. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 Aug. 1966
Business (M)	9 Sept. 1966
Industrial building provisional figures (Q)	29 July 1966
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	23 Sept. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investments and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	16 Sept. 1966
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	This week
Deliveries (Q)	13 May 1966
Production (M)	This week
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	2 Sept. 1966
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Sept. 1966
Retail prices index (M)	23 Sept. 1966
Retail trade:	
Index nos. (M)	9 Sept. 1966
N. Ireland index (M)	This week
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	16 Sept. 1966
Stocks:	
Manufacturers' wholesalers' and distributors' (Q)	9 Sept. 1966
Retail (M)	23 Sept. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	23 Sept. 1966
Cotton production (M)	23 Sept. 1966
Wholesale houses sales (M)	23 Sept. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	23 Sept. 1966
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	9 Sept. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	16 Sept. 1966

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	13 May 1966
Board of Trade regional organization	16 Sept. 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	24 June 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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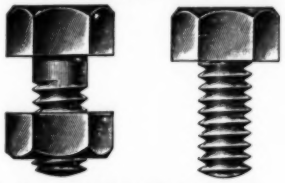

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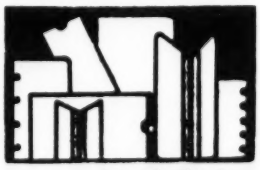

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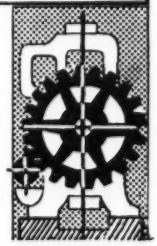

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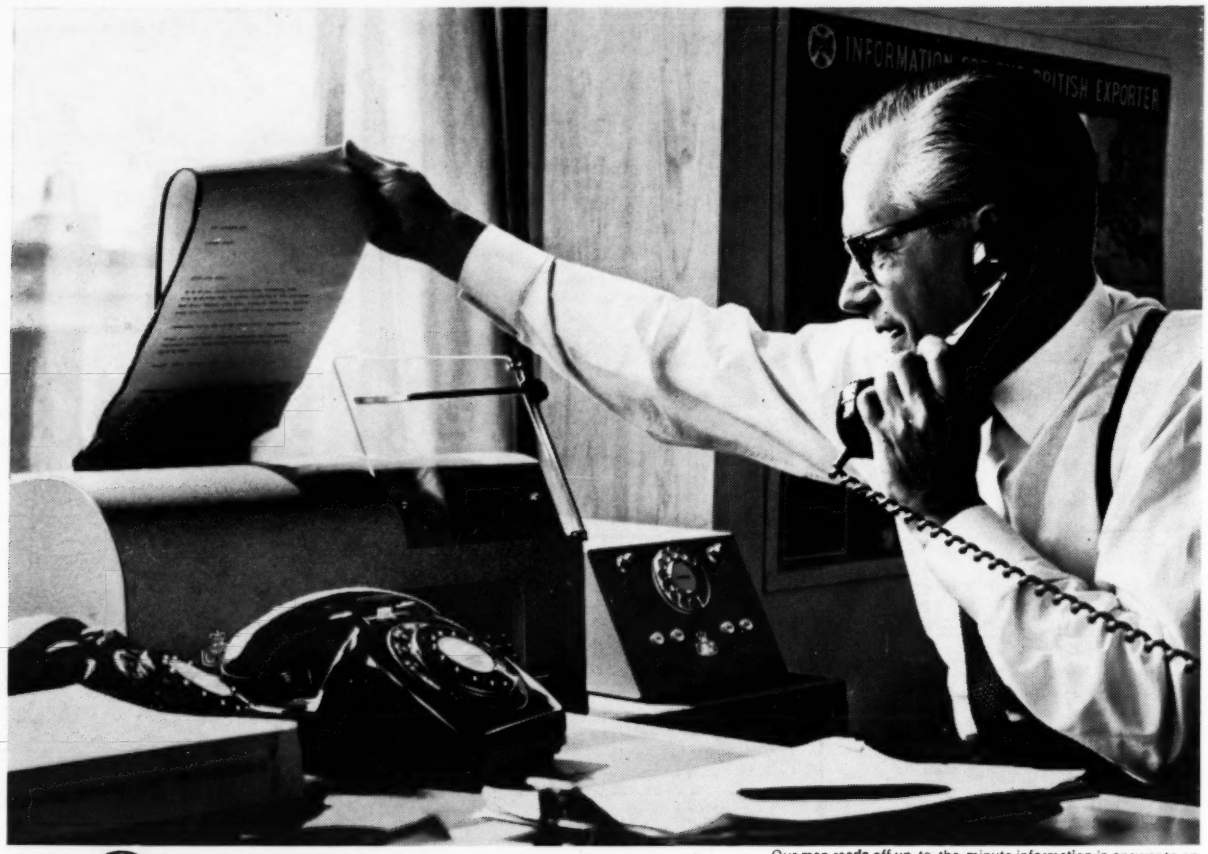

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